

*The*



# CHEMIST AND DRUGGIST

*Established 1859*

28 Essex Street, Strand, London, W.C.2

*Registered as a Newspaper*

No. 2911  
VOL. CXXIII

NOVEMBER 23, 1935

*Annual Subscription (with  
Diary) 20/-. Single Copies 9d.*



*This is Aspirin*

# 'FRE-FLO'

made by W. J. Bush & Co. Ltd., London

**H. W. GRAESSER-THOMAS LTD**

**49 LEADENHALL STREET, LONDON, E.C.3**

MONUMENT 3011-3111

"UNOMEE, FEN, LONDON."





# PARAGON

# BRAND

## B.P.C. absorbent cotton wool, plain & boric lint **IN CARTONS**

Paragon Brand Absorbent Cotton Wool, Plain and Boric Lint are now offered to the trade in  $\frac{1}{2}$  oz., 1 oz., 2 oz., 4 oz., 8 oz., and 16 oz. cartons.

Easier to handle, distinctive, guaranteed, these new packs represent a remarkable advance in the marketing of dressings required for all surgical purposes. The contents of every carton conform to the requirements of the Ministry of Health.

British Made by  
**T. J. SMITH & NEPHEW**  
LIMITED  
Dept. C., HULL  
**LONDON HULL MANCHESTER**  
**GLASGOW**

*Manufacturers of Elastoplast and Paragon  
Brand Surgical Dressings*

### ORDER THROUGH YOUR WHOLESALER

**ENO**  
**ADVERTISING**  
**DURING THE**  
**WINTER MONTHS**  
**COMBINED WITH**  
**EFFECTIVE WINDOW**  
**AND**  
**COUNTER DISPLAYS**  
**WILL INCREASE**  
**YOUR SALES**

Link up with our extensive advertising scheme by displaying **ENO** more than ever throughout the coming winter months. It will pay you well to do so. The **ENO** show material together with the special Winter showcard will greatly enhance both your window and counter. IT PAYS you equally well to display **ENO** during the winter months.

**J. C. ENO LIMITED 160 PICCADILLY LONDON W.1**

# The Biggest Seller of the Season

NATURE'S  
SAFEGUARD  
AGAINST FLU

COLDS  
COUGHS

RHEUMATISM  
LUMBAGO  
SCIATICA

LIVER & CHEST  
COMPLAINTS

## IMPERIAL

1/6 each

BRAND

1/6 each

MADE FROM  
PURE WOOL  
AND  
IMPREGNATED  
WITH THE  
BEST IODINE  
AND EXTRACT  
OF SEAWEED  
BY THE IODINE  
SPECIALISTS

# IODINE BODY BELT

Shows  $33\frac{1}{3}\%$  Profit MARVELLOUS SELLER

You are selling our Imperial Iodine Socks and know this is a money maker. We now offer you another "Golden Line" to sell with the Iodine Body Belt—Imperial (Brand) Iodine Locketts, all Bakelite, assorted colours, 1 Doz. in tip-up box, original 1/- line

OUR PRICE FOR THE TWO NEW PRODUCTS

Iodine Body Belts	12/- Dozen	} Cash with order 5% carriage paid
,, Locketts	24/- Gross	

Manufactured by

## The IODINE PRODUCTS Manfg. Co.

Phone LEY 2985

54 Windsor Road, LONDON, E.10

*Send your Order To-day*



# For good taste and good business

## feature COTY GIFTS

COTY have planned for record Christmas trade this year, with an outstanding range of coffrets and other popular gift presentations. Backed by the large-scale advertising in the leading national newspapers Coty Gifts will be the order of the day. Be sure your shop becomes the local centre for Coty Gifts by displaying them in your windows and on your counters together with the specially designed and attractive show material, which will be supplied with your order.



Coffret No. 23 containing de luxe flacon of perfume with carved stopper. There is a note of exquisite luxury about this coffret which makes it a gift of distinction.  
In L'Aimant, L'Origan, Le Muguet, Paris.

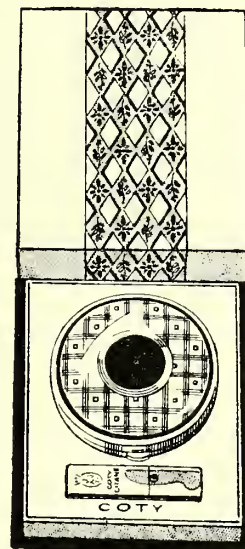
**21/-** retail



Coffret No. 11 containing Coty Talc in choice of six perfumes and a large bottle of Coty Eau de Cologne—*So Refreshing!*

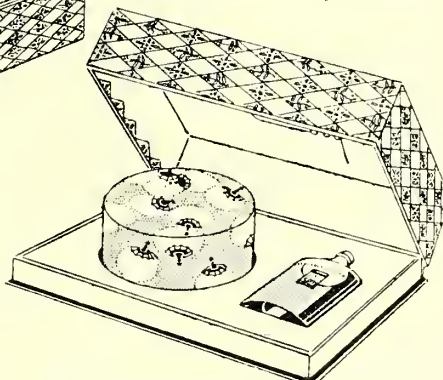
**6/9** retail

This coffret is also available with Coty Eau de Lavande at **7/6**.



Coffret No. 13 containing Coty Pressed Powder in an attractive Lacquer Box—the latest handbag accessory—and Gitane Lipstick in Gilt Case.

**6/9** retail



Coffret No. 9. Coty Face Powder in the famous "powder-puff" design box, and a bottle of Perfume to match. In assorted shades and perfumes.

**5/-** retail

No. 15 with a larger bottle of perfume **8/6** retail

## Order stock *now*

If you have not yet received a copy of our illustrated coffret list, send for one immediately to

COTY (ENGLAND) LIMITED, Coty House, 3 Stratford Place, London, W.1. Telephone: Mayfair 7244-8. Grams: Paricoty, Phone, London.

# EXTRACTS TINCTURES PHARMACEUTICALS

*Specify*  
**Staff Allens**

ESTABLISHED 1833

**STAFFORD ALLEN  
& SONS LTD.**

*Manufacturing Chemists*

ESSENTIAL OIL DISTILLERS

**COWPER STREET  
LONDON, E.C.2**





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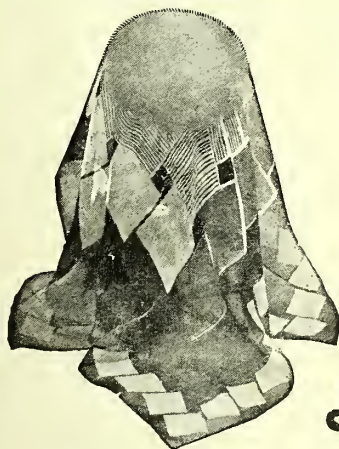
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## BUY EARLY FOR CHRISTMAS!

The *NERISSA* <sup>Regd.</sup> Series of POWDER PUFFS offers you the finest and gayest selection of real value Xmas merchandise obtainable. An entirely new range in the very latest **EXCLUSIVE PACKING** —

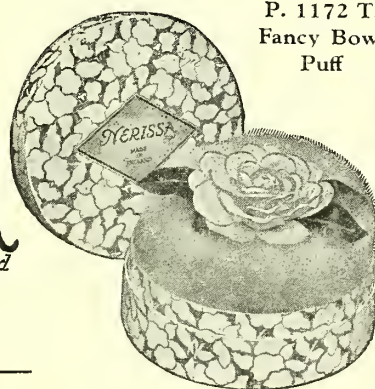
—Goods that will sell on sight, please the purchaser and bring you the repeat business.



P. 1388. Tinted Handkerchief Puff

*NERISSA* <sup>Regd.</sup>

Symbol of perfect POWDER PUFFS



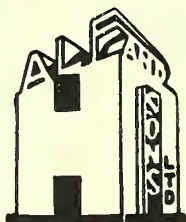
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**SOLPORT**  
BROTHERS LIMITED

Latest illustrated Price List now ready  
184-192 GOSWELL ROAD, LONDON, E.C.1

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THE MARK OF  
ENTERPRISE  
IN PRINTING

# Disaster RECOVERY!

Devastating though fire can be, we have recovered splendidly from the terrible wreckage we suffered some weeks ago as the result of a big blaze. We are delivering to time and no one need now worry about delayed delivery.

**YOUR PRINTING ENQUIRIES**  
will be attended to with our usual prompt attention

## ALF HARRISON & SONS

CHEMISTS' AND ADVERTISING PRINTERS

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LONDON OFFICE: SENTINEL HOUSE, SOUTHAMPTON ROW, W.C.1

Telegrams: "Ideas," Leeds  
Telephone: Holborn 9200



# Tell your customers...

that HOUBIGANT Preparations  
bought from you are identical with  
those they could buy in PARIS...

In fact :

1° - all HOUBIGANT Preparations  
come direct from FRANCE ;

2° - all HOUBIGANT Preparations  
are manufactured exclusively at  
NEUILLY-sur-SEINE, near PARIS,  
under the watchful eyes and the  
personal supervision of their creators ;

3° - they are sold with the guarantee  
of a perfect and unchanging quality  
which is always standard.

And, to co-operate with you,  
a powerful National Advertising  
Campaign, full pages only,  
is running in :

VOGUE, SKETCH, TATLER

BRITANNIA & EVE, EVERYWOMAN'S, NASH'S  
GOOD HOUSEKEEPING, WOMAN & HOME  
WOMAN & BEAUTY, PICTUREGOER, FILM WEEKLY

## HOUBIGANT

HOUBIGANT Preparations are obtainable  
from your usual Wholesaler, or direct from

PARFUMERIE HOUBIGANT  
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THE PERFUMERY MARKETING CO.

Princes House  
190, PICCADILLY, LONDON  
will be pleased to reply to any enquiry



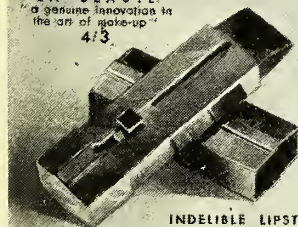
PARFUM  
QUELQUES FLEURS  
From 4/9



FACE POWDER  
QUELQUES FLEURS  
1/6 2/6 4/6



CREAM ROUGE  
"EN BEAUTE"  
"a genuine innovation in  
the art of make-up"  
4/3



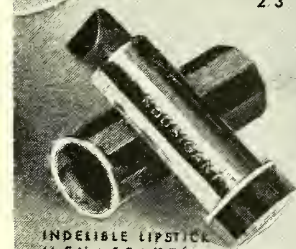
INDELEBLE LIPSTICK  
"EN BEAUTE"  
Sliding Tube  
3/6



VANISHING CREAM  
"EN BEAUTE"  
QUELQUES FLEURS  
Tubes 1 - and 3 -



DRY ROUGE  
"EN BEAUTE"  
2/3

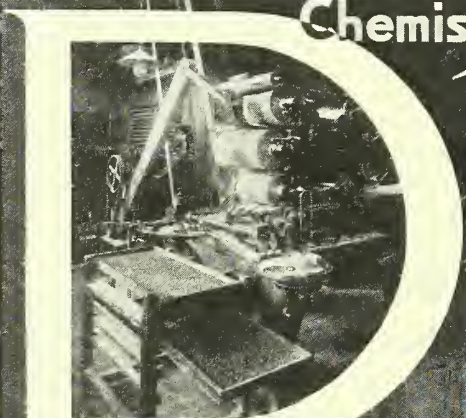


INDELEBLE LIPSTICK  
"EN BEAUTE"  
New Model Propelling Case 4/6  
Refill 2/-



# Private Formula work

**Pills and Tablets**  
*manufactured under the control of*  
**Analytical and Qualified**  
**Chemists**



ONE OF OUR  
 LARGE  
 'PILL MAKING'  
 MACHINES

Below:  
 SPECIAL  
 COATING

**Coated  
 or  
 Uncoated  
 Bulk  
 or  
 Packed**



A  
 SECTION  
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 AND  
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**ARTHUR H. COX & Co. LTD.**  
**of BRIGHTON**

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ALL  
 GRADES  
 SAMPLES & PRICES  
 On application  
 to

ALSO  
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WHOLESALE ONLY **Sterns Ltd.**  
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**POLLARD REFLECTA-STRIP LIGHTING** PROY PAT NO. 12754

Standard attachments  
 Shadowless white light  
 Easily fixed where wanted  
 With half-silvered lamp from 12"  
 Clips on edge or underside of shelves  
 Various fittings  
 Cheap in upkeep

**E. POLLARD & Co Ltd**  
 HIGHBURY GROVE  
 LONDON N.5

\*Write for illustrated price list No. CD 3 describing this wonderful system of lighting

COMPOSITION STOPPERS  
 BAKELITE MOULDINGS  
 COMPACTE COSMETIC & ROUGE BOXES



200 Varieties  
 Any Colour.

A suitable Composition Stopper will enhance the selling value of your package. Let us fit your Bottles and quote you.



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- Continuous advertising
- Continuous demand
- Continuous profits

## *Are you keeping up a continuous display?*

However many times you dress your window, it will pay you to keep Moorland Tablets well to the fore every time. No competitive line enjoys such tremendous customer-satisfaction as Moorlands. Their reputation is unrivalled and grows bigger and bigger through constant recommendation. Then there is the support of nation-wide publicity ; vigorous, convincing advertising which keeps the sales curve of new business constantly upward. If you stock and display Moorlands your sales are certain, they have only to be seen to be bought

Moreover, no other 7 1/2 d. nationally advertised article yields anything approaching the same percentage of profit

*The Public will have*

**MOORLAND**  
BRAND  
**INDIGESTION TABLETS**

**W. B. CARTWRIGHT LTD., RAWDON, LEEDS**



A "NATIONAL" Production

*May we advise  
Name and Address of  
your nearest  
"National"  
distributor?*

# "National"

## Dispensing Bottles

*are Strong, Serviceable and Suresealing!*

**NEATLY PACKED IN 3 AND 6 DOZEN SIZE, NON-RETURNABLE CARTONS**

- ★ CONVENIENT IN SIZE
- ★ EASY TO HANDLE
- ★ UNIFORM IN QUANTITY

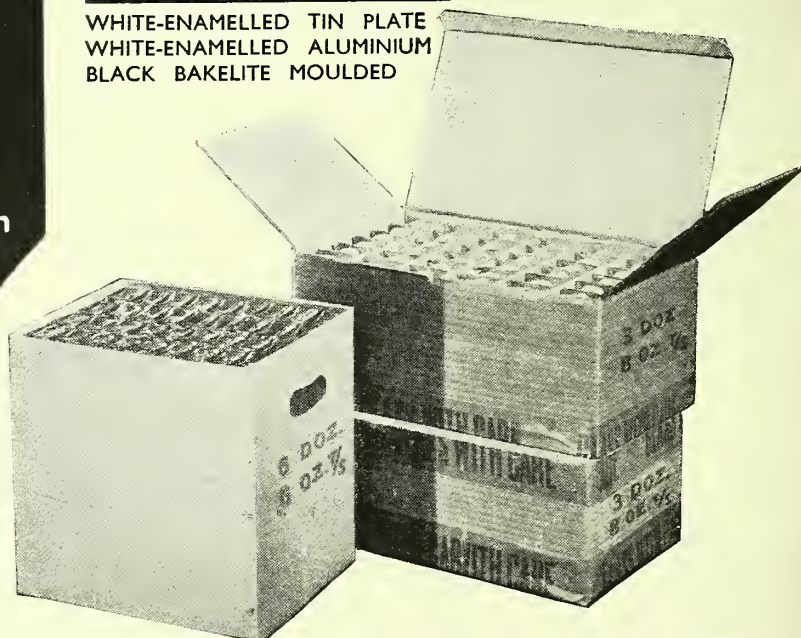
CARTONS OF EITHER 3 or 6 doz. BOTTLES  
THROUGHOUT THE RANGE

**ALSO**

Cork mouth Bottles WASHED & PAPERED  
Screw " " WASHED & CAPPED

**SCREW CAPS SUPPLIED in**

WHITE-ENAMELLED TIN PLATE  
WHITE-ENAMELLED ALUMINIUM  
BLACK BAKELITE MOULDED



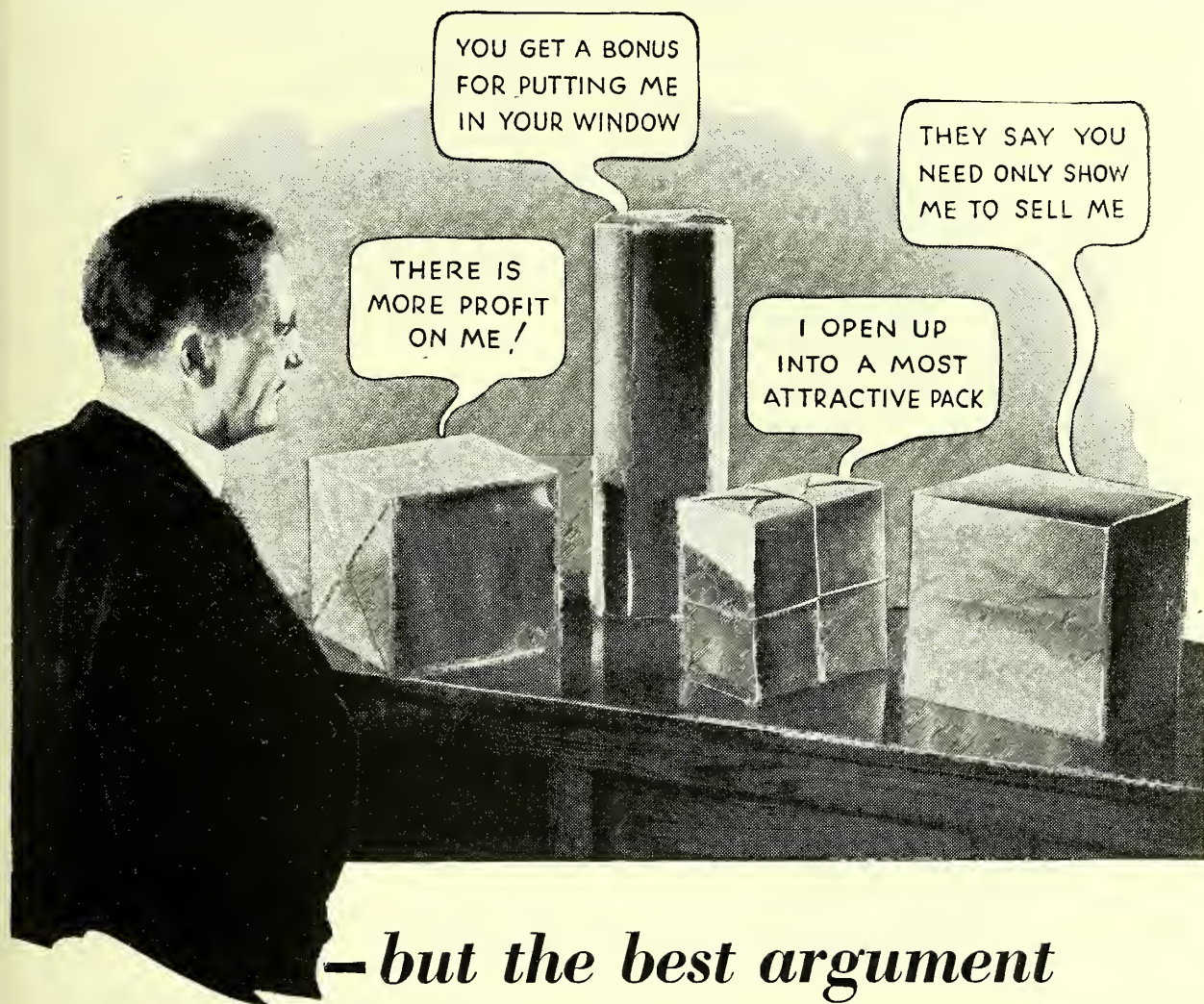
**NATIONAL GLASS WORKS (YORK) LTD.**

WORKS:  
FISHERGATE, YORK

'Phone: HOLborn 2146

1 Charterhouse St., London, E.C.1  
(WHOLESALE ONLY)





*—but the best argument  
from your point of view....*

The surest method of deciding what to put in your window is to get a current copy of "The Radio Times". Every one of your lines you see displayed in its columns will have the equivalent of a week's active canvass behind it in 2,400,000 homes . . . kept continuously before your best customers at the very time they are planning the next day's purchases. It will pay you to let them see in your window what they have seen in "The Radio Times". You are the last and the vital link in the selling chain, and the stronger you make it the better it pays.

*is regular advertising in the*

# RADIO TIMES

*All enquiries should be addressed to the Advertisement Director, The B.B.C., Portland Place, W.1. 'Phone: Welbeck 4468*



## THE ★ *newest* ★ GIFT IDEA FOR YEARS!



### Setting a wave of Xmas demand

Never before a Dryer that dries a wave-set so professionally at anything like the price. Dinkie offers the simplest, cheapest, and handiest way of doing this at home. It gives a continuous stream of HOT AIR by an easy finger movement on the trigger, not only for speed, but also to enhance the beauty of the hair

RETAILS AT

**12<sup>1</sup>/<sub>6</sub>**  
THAT'S ALL

**DINKIE**

Stock up **NOW!**



#### DINKIE WAVE DRYER

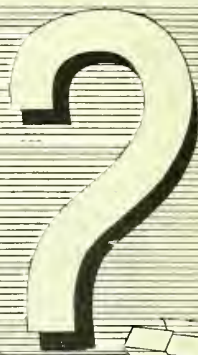
It dries and improves the wave-set and only takes 5 minutes to do it!

**WAVE DRYER**

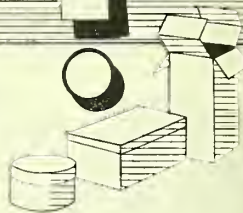
Order from your Wholesaler or write direct to—

GLORIOSA BEAUTY CO. LTD., 18/20, Lower Regent St., S.W.1

## What has 1839 to do with the boxes of 1935



● It was in 1839 that the firm of Robinson's of Chesterfield first started making boxes. Through all those years they have been advancing with the times—always the first to instal new plant, always in the lead with new designs. And so to-day they are now a vast organisation, employing 900 hands in 250,000 square feet of floor space entirely devoted to the manufacture of boxes. When next you are thinking of round, square or folding boxes why not let Robinson's of Chesterfield quote you?



### Robinson's of Chesterfield

ROBINSON & SONS LTD.  
Wheat Bridge Mills, Chesterfield  
168 OLD ST., LONDON, E.C.1

WE SUPPLY

## DECORATED TINS

FOR PACKING

## OINTMENTS

AND OTHER PRODUCTS.

SAMPLES AND PRICES UPON REQUEST.

THE CALDICOT TIN STAMPING WORKS LTD.  
CALDICOT, Nr. CHEPSTOW, Mon.

## CHEMIST SIGNS

**BUY DIRECT FROM  
THE MAKERS**

ILLUMINATED FROM 65/-  
NON-ILLUMINATED FROM 47/6

SEND FOR ILLUSTRATED CATALOGUE  
SCINTILLATING SIGN SERVICE

68<sup>A</sup> COLEBROOKE ROW  
ISLINGTON N.1

TELEPHONE CLERKENWELL 1310





## DIPHTHERIA PROPHYLACTIC ALUM PRECIPITATED TOXOID

Briefly described as

# A.P.T.

(EVANS)

A potent prophylactic for  
producing immunity against  
diphtheria with a  
SINGLE DOSE

The principle underlying the administration of A.P.T. is that absorption from the site of inoculation should not be more rapid than the ability of the body to utilize it. Rapid absorption, as with the older prophylactics, results in excretion of much of the immunising agent, thus necessitating three doses before complete immunisation can be effected.

The dose of A.P.T. (EVANS) is contained in a volume of 1 c.c., which is injected subcutaneously. It is safe and highly efficient. Many Medical Officers are using it in the immunising of children against diphtheria.

Issued in

Containers of 1 c.c. (1 dose) - 3/6 each  
Containers of 10 c.c. (10 doses) - 21/- each

Usual trade terms

TECHNICAL LITERATURE ON THE  
DIPHTHERIA PROPHYLACTICS WILL BE  
SENT TO PHARMACISTS ON REQUEST

*Prepared in England at*

**EVANS' BIOLOGICAL INSTITUTE**

*by*

## **Evans Sons Lescher & Webb Ltd.**

Manufacturers of Fine Chemical, Pharmaceutical & Biological Products

**LIVERPOOL**

**LONDON E.C. 1**

**DUBLIN**

*Introducing Personality  
to your shop Window.*

"The Movisine"

For Day and Night Service

36/-

Post Free



LIGHT  
COLOUR  
MOTION

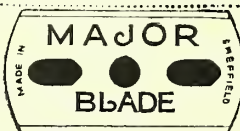
*The Essentials in Window Appeal*

THE MOVISINE INTIMATOR displays your advertisement in letter and design, having as a background a continuous succession of beautiful blending colours—kaleidoscopic in effect, and artistic in variety

**A RAINBOW IN YOUR WINDOW — CONSTANT  
CHANGE OF ADVERTISEMENT — ALWAYS TOPICAL**  
To MOVISINES, 13 Wellington Street, Glasgow

Please supply further details of THE MOVISINE:

**Sheffield's  
Newest Shaving  
Edge**



Regd. Trade Mark 530,151/70025

RETAIL PRICE 1d. EACH; 6 for 6d.

Made on latest automatic machinery,  
ensuring utmost uniformity of keen edges,  
of Steel heat-treated under rigid scientific  
control.... THE SMOOTHEST SHAVER...

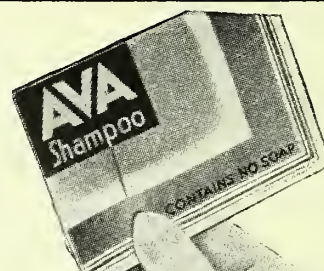
SEND FOR FREE SAMPLE AND TERMS TO:

**DOMINION STEEL CORPORATION Ltd.**  
"Fleet" Works, Queen's Road, SHEFFIELD.  
(ADVERTISED ON L.P.T. "BUSES")

Sole Distributor for London area: L. H. Eyres, 465 Garratt Lane, S.W.18

"That's  
right"

**AVA**



It's bound to be right—both  
from your point of view and  
from that of your customer—if  
you sell AVA — the Original  
Soapless Shampoo. Make an  
AVA display and see for  
yourself how fast this popular  
shampoo CAN sell.

*AVA continues to be  
nationally advertised  
and its sales are  
going from strength  
to strength.*

RETAILS AT 4<sup>d</sup>. PER PACKET  
39 SHAMPOOS COST 7 6  
SHOWING 42% PROFIT

AVA LTD., 9 PARK HILL, LONDON, S.W.4

**Armstrong's**

TAPER  CORKS

ARMSTRONG CORK CO. LTD.,  
ALDWYCH HOUSE, LONDON, W.C.2

**THE SUPER BADGER BRUSH COMPANY LTD.**

MANUFACTURERS OF **SUBRUSCO** QUALITY SHAVING BRUSHES  
REGD.

95, UPPER CLAPTON ROAD, LONDON, E.5.

Telegrams: SUBRUSCO HACK, LONDON

Telephone: CLISSOLD 2707

Cables: SUBRUSCO, LONDON

THE  
"Lady Nicotine"  
Regd.

A popular Ladies' Brush



W. R. TILBURY & SON  
47 Frampton Park Rd., London,  
Etd. 1830 E. 9

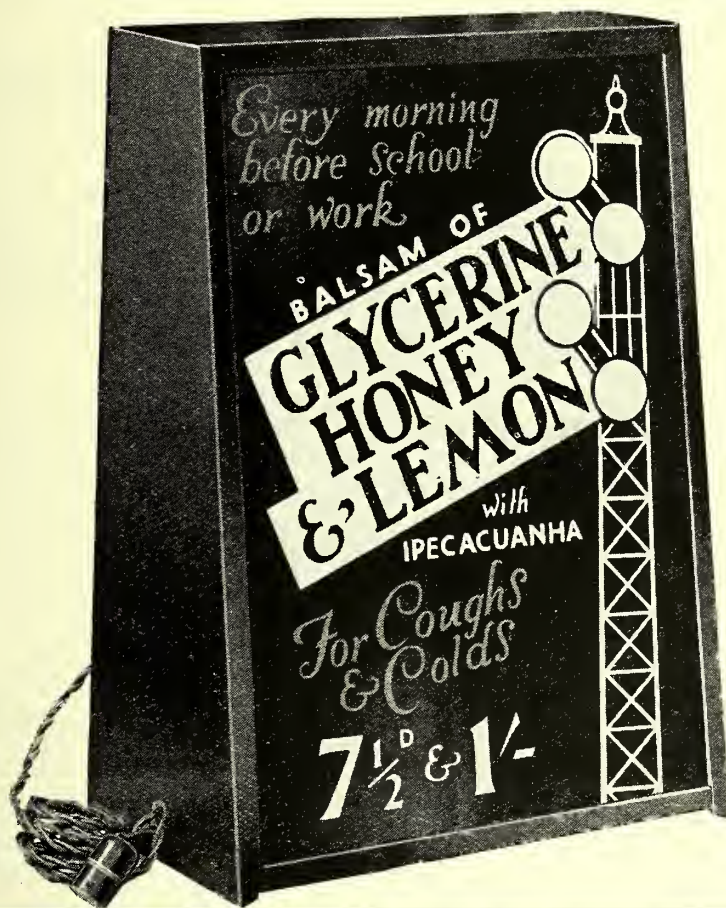


# The "Signal" Success of AYRTON'S

OWN NAME

## Balsam of Glycerine Honey, Lemon & Ipecac.

**ENORMOUS SALES**  
WITH A FINE PROFIT



This  
Electric  
Flashing  
Sign  
loaned  
with orders  
of  
**ONE  
GROSS**

(Given free after  
three gross taken)

	Per dozen	Gross	3 Gross
7 1/2 d. size (4 oz.)	5/-	56/-	54/-
1/- size - (8 oz.)	8/-	90/-	87/-

## AYRTON SAUNDERS & Co. LTD.

The home of own - name Packed Goods

### LIVERPOOL

And at DUBLIN



## CRÈME DIXOR

(-1/6 size as illustrated) A Day Cream for Dry skins and anti-wrinkle massage

P.A.T.A. Prices		Tubes -1/6, 3/- doz.	
Pots, Glass	2/9, 21/- doz.	"	1/-, 7/- "
De Luxe	4/6, 36/- "	"	2/-, 14/- "
		"	3/-, 22/- "

## ALL THE YEAR ROUND

Advertisements and samples bring new customers for the DIXOR Products. A display will bring you a share of this new business.

## VELOUTY de DIXOR (1/- size illustrated)

The Original COMBINED CREAM AND POWDER

P.A.T.A. Prices

Unbreakable Pots		Tubes -1/4, 3/- doz.	
Handbag, 1/3,	10/- doz.	"	-1/6, 4/- "
De Luxe, 4/6,	36/- "	"	1/-, 7/- "
Glass Pots, 2/9,	21/- "	"	2/-, 14/- "
		"	3/-, 22/- "

## 1/- The New Handbag size IRADIUM de DIXOR

(Illustrated)

Designed especially for travelling

P.A.T.A. Prices

1/-, 2, 6 & 5, 6 bottles	8/-, 18/- & 39/- doz.
--------------------------	-----------------------

Send for Show Material to DIXOR Ltd., St. Leonard's Works, Mortlake, S.W.1

## DIXOR BEAUTY PREPARATIONS

## Mercolized Wax

*for the Complexion*

Extensively Advertised. Always in Demand

*There is no risk in holding full stocks.  
Every woman is a potential buyer.  
Sales are regular and repeats certain*

## Stallax

*a Shampoo—also popular,  
and shows a handsome profit*

**Dearborn**  
(1923) Limited

37 Gray's Inn Rd. London. W.C.1.



Telephone,  
Holborn. 9669





## ALWAYS AT YOUR SERVICE !

Inecto leave no stone unturned in their policy of assisting dealers to keep stocks on the move. Advertising is constant and persistent. Display materials and sales-aids are ample. And, to smooth out such technical queries as may arise out of colour-matching, blending and the like, the Inecto Enquiry Bureau is always at the chemist's service. Here helpful advice and guidance are available, gratis, at shortest possible notice—whether application is made personally, by post or by telephone. Here every effort is made to answer your every question—promptly, expertly, courteously.—Just another advantage of stocking . . . showing . . . selling Inecto, the world's finest Grey Hair Recolourative, that—

- ① Has been tested and proved for over 23 years.
- ② Is asked for by name—Inecto.
- ③ Ensures the most satisfying, natural results.
- ④ Sells easily—without effort.
- ⑤ Builds and builds *profitable, repeat* business.
- ⑥ Is easily applied at home.
- ⑦ Is guaranteed permanent.
- ⑧ Cannot wash out, brush out, or rub off.
- ⑨ Is unaffected by permanent waving.
- ⑩ Is widely and consistently advertised.
- ⑪ Is the most famous hair recolourative in the world.
- ⑫ Enhances the prestige of your business.

*2-Bottle Outfit, Wholesale 30/- per dozen, Retails at 3/6 per Outfit*

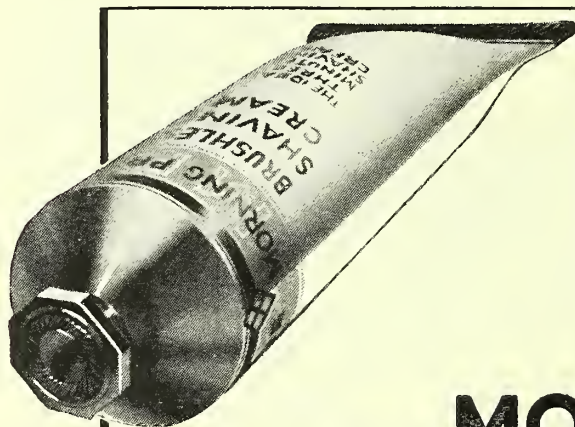
4-	"	"	"	48/-	"	"	"	"	6/6	"	"
8-	"	"	"	84/-	"	"	"	"	12/6	"	"

**INECTO** ENQUIRY BUREAU: 27 DOVER STREET, LONDON, W.1.  
Telephone: Regent 7541 (12 lines)



# NEWS *about the new brushless*

## SHAVING CREAM



*Extensive Advertising Campaign and  
£350 Competition ensures success.*

On December 7th in the great National Daily newspapers, in the Weekly journals and in Monthly magazines there will appear the first of a great series of advertisements for 'Morning Pride' Brushless Shaving Cream. The news of this immense contribution to shaving comfort and hygiene will penetrate throughout the land. Backed by showcards and display, a live new market will be born as if overnight; and to make certainty certain, there will be an introductory public competition for £350 worth of prizes. Get in stocks of 'Morning Pride' and prepare for a great sales drive.

### WINDOW DISPLAY COMPETITION

1st PRIZE £30 . 2nd PRIZE £20 . 3rd PRIZE £10  
and 50 5s prizes.

The above prizes will be awarded to the retailers who submit photographs of a window displaying 'Morning Pride' Brushless Shaving Cream. Showcards, cartons and display material and particulars obtainable on enquiry from the Distributors.

## MORNING PRIDE

REGD.

### THE RAZOR READY BRUSHLESS SHAVING CREAM

PRODUCT OF FAIRY DYES LTD., PHARMACEUTICAL DEPT.

For particulars of attractive Initial Order terms write

**SOLE DISTRIBUTORS FASSETT & JOHNSON LTD**

86 CLERKENWELL ROAD LONDON, E.C.1

**FOR WINTER (CH)ILLS**

A

## Reliance

SEAMLESS MOULDED

## HOT WATER BOTTLE

**IS PRESCRIBED BY THE BEST AUTHORITIES**

THE PRESCRIPTIONS RETAILING FROM 1/6  
ARE DISPENSED BY YOU, FROM

**RELiance RUBBER COMPANY LTD.**

CREMORNE WORKS, LOTS ROAD, LONDON, S.W.10

(2)



## SOUTHALLS

SANITARY  
TOWELS

You need only stock  
the full range of  
Southall's Sanitary  
Towels to satisfy the  
needs of all of your  
customers.

- The "ORIGINAL" and most popular.
- The "CELTEX" soluble, easily disposed of.
- The "K" made entirely of absorbent cotton wool, with very soft cover.
- The "COMPRESSED" for travelling. A very popular line.

**SOUTHALLS (BIRMINGHAM) LTD.**

## REGULAR REPEAT ORDERS...

ROWLAND'S MACASSAR OIL has maintained its popularity for over 140 years as the premier Hair tonic and dressing. You will do well to stock this famous preparation, for, being well advertised, you will be certain of regular repeat orders.

*It does not make the Hair sticky.*

**A. ROWLAND & SONS, LTD.**

22 Laystall Street, Rosebery Avenue, London, E.C.1

## ROWLAND'S MACASSAR OIL



# REMOVAL ANNOUNCEMENT

For some time past our Factories at Union Street and Ogle Street have proved inadequate for the rapid growth of our business.

We have now built and equipped a new modern factory at Perivale, Middlesex, to which we are removing the whole of our  
Organisation on

**SATURDAY NEXT**  
**NOVEMBER 23rd**

From that date all Correspondence, Orders and Enquiries should be addressed to

**EVAN WILLIAMS**

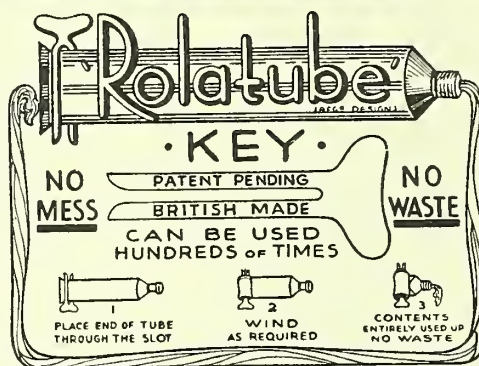
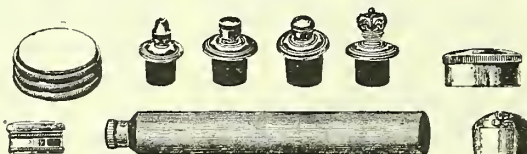
CO. LTD.

**AINTREE ROAD,**  
**PERIVALE,**  
**Greenford - Middlesex**

PHONE: **PERIVALE 4204-6**

## BRITISH MADE METAL SMALLWARES OF EVERY DESCRIPTION

Lysol Measure Caps  
Vaporizers  
Inhaler Cases  
Thermometer Cases  
Pince-nez and Spectacle Cases  
All kinds and sizes of Screw or Push-on Caps  
Iodine Pencil Cases  
Dentifrice Boxes  
Talcum Powder Boxes  
Paste Pots  
Gum-brush Handles  
Aspirin Boxes  
Tablet Cases, round (tubes), with Screw or Push-on Caps  
Tooth-Brush Cases  
Match Box Covers  
Ink-bottle Cases



MADE IN ALL SIZES—IN BULK OR CARDED  
HAVE YOUR NAME ON THE KEY AS A PERMANENT ADVERTISEMENT

### L. ELBOZ & SON

MANUFACTURERS, MERCHANTS AND AGENTS

"RAYON D'OR" WORKS, 94 FERNDENE ROAD, LONDON, S.E. 24

Telephone: BRIXTON 3456

Sprinkler-Corks — Tin Coated and Pure Tin, with Plain, Fancy and Crown Tops

Collapsible Tubes in Tin, Tin-coated or Aluminium

Filling Machines for Collapsible Tubes

Closing and Folding Machines for Collapsible Tubes

Compact (solid powder) Vanity Boxes

Sifter (for loose powder) Vanity Boxes

Face Cream Boxes

Ointment Boxes

Bath and Toilet Soap Boxes

Shaving-Stick Cases

Lip-Stick Cases

## YOU MAY WANT TO

Buy a Business, Sell a Business, Secure an Agency,  
Engage an Assistant, Procure a Situation, or Sell  
Odd Lots of Chemists' Requisites

If so, you can do it quickly and satisfactorily by an advertisement in

## THE CHEMIST & DRUGGIST SUPPLEMENT

### THIS IS THE TARIFF:

**Businesses Wanted and for Disposal, Premises To Let and For Sale, Premises Wanted, Partnerships, Goods for Sale, and Agencies:** 6/- for 50 words; every additional 10 words or less, 6d.

**SITUATIONS OPEN:** 6/- for 40 words; every additional 10 words or less, 6d.

**SITUATIONS WANTED:** 2/- for 18 words; every additional 10 words or less, 6d.

**Legal Notices, Tenders, Auctions,** and all specially spaced announcements: 1/3 per nonpareil line (12 lines = 1 inch single column).

**Miscellaneous (Wholesalers') Section,** for odd and second-hand lots: 10/- for 60 words; 1/- for every additional 10 words or less.

**EXCHANGE COLUMN** (for Retailers, etc.): Twopence per word, minimum 2/-

### BOX NUMBERS

In each case replies may be addressed to a registered number or nom-de-plume, c/o this office, at a charge of 1/- extra for each advertisement. Replies are cleared every day.

Address all communications to

THE PUBLISHER,

**THE CHEMIST & DRUGGIST**  
28 Essex St., Strand, London, W.C.2

Telegrams:  
"Chemicus, Estrand,  
London" (2 words)

Telephone:  
Central 6565  
(8 lines)



**TWO  
BOYS  
WALKING**



**take  
twice as  
long as  
ONE BOY  
RIDING A**

# **RALEIGH**

## **ALL-STEEL CARRIER**



**D**ELIVERY is becoming more and more the factor which decides the choice of purchase. The faster you can deliver, the farther you can deliver, the bigger your trade will become. One Raleigh Carrier can deliver as much as two boys and go twice as far in the time. And it would actually cost less than what you'd pay out in a year for one extra boy on Saturdays. Don't forget, either, that a Raleigh Carrier is built to withstand hard wear and rough usage in all weathers. Worth thinking about . . . isn't it?

### **STANDARD CARRIER**

**£6.19.6** (Cash) or 5/- down and 12 monthly payments of **13/7**. 22-inch frame. (as illustrated)

### **LOW GRAVITY CARRIER**

*At same price and terms as above. 22-inch frame*

Specially designed for carrying heavy or bulky loads without skidding—20-inch front wheel and larger basket fitment. An instantly operated stand built into the carrier is an important feature. EVERY RALEIGH CARRIER CYCLE has the finest equipment . . . BROOKS' SADDLE, DUNLOP TYRES, etc., etc.

**Olympia Cycle Show  
STANDS 29 & 36**

**MAKE A SAVING . . AND YOU MAKE A PROFIT**

THE RALEIGH CYCLE COMPANY LTD., NOTTINGHAM . Depots and Agents everywhere

# Now Brother Pill Don't say I didn't warn you



My Full-page Advertising Campaign starts in the *Daily Mail* on December 7th.

This is really a fine Iodine Soap—packed in display boxes of 3 tablets.

Order through your Wholesaler.

Wishing you good Xmas business

Yours sincerely



J. W. Simpson (Chemist), Ltd.

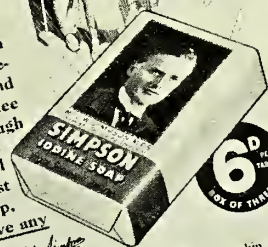
Aldwych House, London, W.C.2

Telephones : Holborn 4895/6/7



# SIMPSON IODINE SOAP

**Made from Seaweed Iodine**  
The Soap the world has waited for  
"If you went all round the world to buy—at any price—the finest and purest Soap for the toilet—you could buy no better soap than this.  
Yet, added to the fact that it's the finest and purest Soap ever made, the pure Seaweed Iodine I have incorporated in its manufacture, lifts it far above any other soap, and places in your hands a sure protection against disease and an unfailing guarantee of skin beauty through natural means. There is no question at all that when you first try this Iodine Soap, you will never have any other kind of soap in your bathroom."



6 D  
PER  
TABLET  
BOX OF THREE IS



Up to now Soap has been only Soap. Now it is the sentinel of health in your home, a killer of all germs and disease, a healer of your skin, a remover of blemished complexions, and a better and finer Soap than you have ever used in your life before.

containing Pure Seaweed Iodine is the secret. The pure Iodine is combined in a bland emollient superfatted base, prepared from the purest ingredients obtainable. Every tiny bubble of its copious lather carries pure Iodine into the pores of your skin—the iodine destroys all germs in an instant, takes

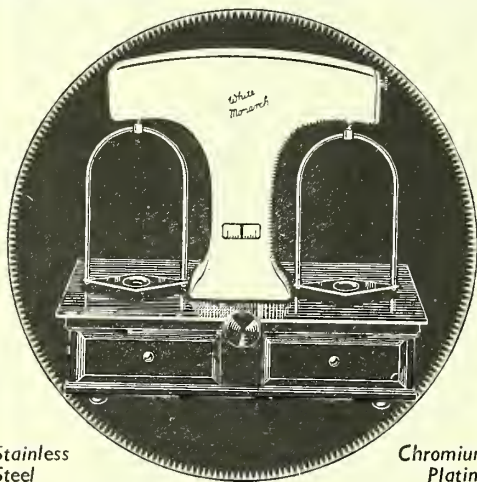
hold of any skin disease or eruptions, soothes and heals whilst it washes and cleanses. More than that—the Iodine penetrates below the skin and exerts its beneficial action on Rheumatic conditions as well (Lumbago, Gout, Neuritis, Sciatica, etc.). Although the Iodine is so expensive to produce, yet I have kept the price of the soap as low as possible, to bring it within the reach of everyone. The price is 6d. per tablet, or 3 tablets in a box for 1'9.

**SOLD EVERYWHERE**



## WHITE MONARCH

THE  
MODERN ENCLOSED DISPENSING BALANCE



Stainless  
Steel

Chromium  
Plating

Entirely protected from dust and fumes by the white porcelain enamelled housing. Strongly made to withstand hard usage and yet retain its sensitivity

ASK YOUR SUNDRIES HOUSE TO  
SHOW YOU ONE

**WILLIAM A. WEBB, Ltd.**  
4/5 Skinner Street, London, E.C.1

# ZEAL

## Clinicals

The Choice  
of Experts

BRITISH  
MADE

NO HIGHER  
IN PRICE THAN  
NONDESCRIPT  
MAKES

Also Household, Bath  
and Works Thermometers,  
the best of their kind

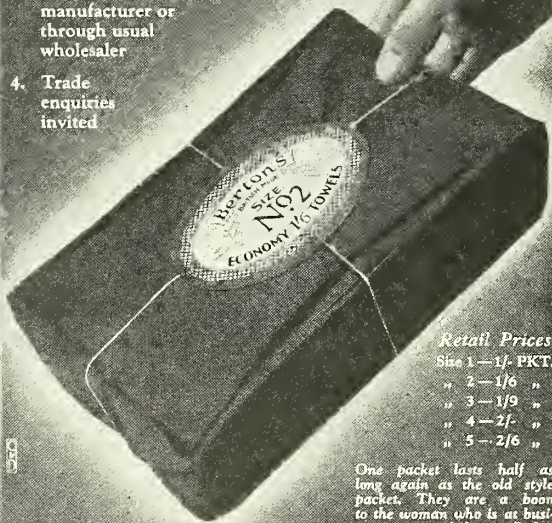
**G. H. ZEAL LTD.**

MORDEN RD., MERTON,  
LONDON, S.W.19

Phone: Liberty 2283-4-5

## Bertons' Economy Sanitary Towel

1. To be nationally advertised as from July 1st in the leading Ladies' Journals
2. Retail Prices show clear 50% on cost
3. Supplied direct from manufacturer or through usual wholesaler
4. Trade enquiries invited



Retail Prices  
Size 1—1/- PKT.  
" 2—1/6 "  
" 3—1/9 "  
" 4—2/- "  
" 5—2/6 "

One packet lasts half as long again as the old style packet. They are a boon to the woman who is at business or out of doors all day

**Arthur Berton Ltd.**

Phones: Clerkenwell 1346-7-8-9

Wires: "Abyelin, Finsquare, London."

BRITANNIA HOUSE, OLD ST.  
LONDON E.C.1  
MARLBOROUGH: 20 CHAPEL STREET  
GLASGOW: 20-21 DUKE STREET

# "SURCO"

RELIABLE

## ELASTIC HOSIERY

SEAMED & SEAMLESS

For special garments to  
measure we maintain a 24  
hour service.

:: BODY BELTS ::  
TRUSSES :: SUNDRIES

Write for Catalogue.

**SURGICAL HOSIERY CO. LTD.**

Russell Street :: NOTTINGHAM

Telephone No. : 75903.

Telegrams: SURGICAL, NOTTM.





I HOPE THAT THE DELIGHTFUL  
L.B.W. GIFT CARTON  
ILLUSTRATED BELOW WILL  
BE OBTAINABLE FOR ALL MY  
FRIENDS THROUGHOUT THE  
COUNTRY THIS CHRISTMAS  
WILL YOU PLEASE  
HELP ME ?

There will be a big  
demand for these  
3-Bottle Gift  
Cartons of

CONCENTRATED  
**L.B.W.**

(Trade Mark).

(The original blend of Concentrated  
Lemon Barley Water).

Selling at 5/3

Trade price as usual

16/- per dozen

(Four 3-Bottle Cartons)

Usual Quantity Discounts

Entirely original  
and offering an all-  
the-year-round "best  
seller" in seasonable  
guise.



This attractive Gift Carton is printed in green  
and red on white. It contains three 1/9  
bottles of L.B.W. Four of these Cartons are  
packed in one outer.



Supplies now obtainable from your wholesaler. If any  
difficulty write to: L.B.W. Ltd., Newcastle-on-Tyne, 1



# PRECIPITATED CHALK

**LIGHTEST—MEDIUM—DENSE.**

And All Other Grades To Suit Every Purpose.

Prepared Chalk B.P. and Powdered Talc.

\*Phone: Mansion House 7300. Tel. Add.: "Levermore, Phone, London."

**A. LEVERMORE & CO. LTD.**

110 CANNON STREET, LONDON, E.C.4

ABC Codes,  
6th Edition.



**Britain's Permanent Medical Centre**

Manufacturers' Display of Medical and Surgical Requirements

**BRITISH INDUSTRIES HOUSE**

MARBLE ARCH, LONDON, W.1

Telephone: MAYFAIR 8080

## GUMS TRAGACANTH AND ARABIC

As Imported or Finely Powdered  
**ALL GRADES**

FREDK. FINK & CO., 10 & 11 Mincing Lane, London, E.C.3

Telephone: Mansion House 5094

## PHOSPHATE OF SODA, Pure

For Food Purposes  
**ASK FOR SAMPLE AND PRICES**

**PERRY & HOPE, LTD.**

Forth and Clyde Chemical Works, NITSHILL

Telephone: Giffnock 414 (2 lines). Telegrams: "Perryope Nitshill."

**FINEST PURE LOFOTEN**

## COD LIVER OIL

BRÖDR AARSÆTHER A/S AALESUND, NORWAY

Sole Agents for U.K. (excepting Scotland).

**FREUDENTHEIL, SMITH & CO.,**

21 MINCING LANE, LONDON, E.C.3.

Tel. Add.: "Freudenrut."

Established 1826

Tel. No.: Mansion House 6600



## AZYMA CACHETS

FRENCH, MORSTADT,  
and the DRY CLOSING SERIES

**3/3 per 1,000**

ALL SIZES

Special quotations for quantities and for printing  
Write for Samples to  
**CICERO S. CLARK,** Sole Agent  
12 RICHMOND ROAD W.2

## DOLS'

**VOLATALISE  
FLANNEL**

THE WONDERFUL REMEDY  
for RHEUMATISM, NEURITIS,  
SCIATICA, LUMBAGO, etc.

Now is the time to look to your  
stock. Send for price list to

**DOLS' VOLATALISE FLANNEL Ltd.**  
VIADUCT ST., HUDDERSFIELD

## THOMAS & LINTON, LTD.

4 GRAY'S INN ROAD, LONDON, W.C.1

Telephone: Holborn 5518

**Everhot Bags,**

**Canda Products, Iodine Locketts,  
Ephedrol, Litesome Belts**

Deliveries from London Stock



## SHADEINE FOR TINTING GREY HAIR

This popular article is largely advertised  
and stocked by all Wholesale Houses.  
Trial size 8d., per doz. .. .. 6/-  
1/4 size, per doz. .. .. 12/-  
2/6 size, per doz. .. .. 24/-  
3/9 size, per doz. .. .. 30/-

The SHADEINE Co., 49 Churchfield Road, Acton, W.3.

*Eau de Cologne . . . Lavender Water*

**ALL TOILET PREPARATIONS**

*Low, Son & Haydon, Limited*

5 GT. QUEEN ST., LONDON, W.C.2

COURT

TELEPHONE: HOLBORN 4007

EST. 1790

PERFUMERS

## OPTICAL TUITION

FOR THE

S.M.C., B.O.A. and N.A.O. DIPLOMA Examinations

Particulars:—

**C. A. SCURR,** F.S.M.C., F.B.O.A., F.N.A.O., F.I.O., F.C.O., M.P.S  
50 HIGH STREET, BARNET, LONDON, N.

## Chemists' Fittings

When you want Shop Fittings it will pay you to send to

**GEORGE COOK**

The Chemists' Working Shopfitter,

27 Macclesfield Street, City Road, LONDON, E.C.1

40 years' experience Phone: Clerkenwell 5371 Rough Sketches free

## TREBLES

SHOP FITTERS  
SHOP FRONT  
BUILDERS

PHARMACY FITTERS for over a Century

549a Lea Bridge Road, Leyton, London, E.10

## MUSTEROLE BRAND

**MUSTARD OINTMENT**

Display **SHOWCARD** and obtain  
**INCREASED SALES**

**THOS. CHRISTY & CO. LTD.,** OLD SWAN LANE, E.C.4



**T**HOSE Manchester and District Photographic Dealers who did not give us their D. & P. during 1935, and as a result, lost business through bad service and not linking up with the G. B. Advertising, should at once get in touch with us.

*Next year's advertising will startle the trade, and 1936 will be a "G.B." Dealers' year.*

*The*

**GEORGE BROWN  
PHOTO CO. LTD.**

**27A BRAZENNOSE ST.**

**MANCHESTER**

---

**SPEEDY** ————— **RELIABLE** ————— **DEAD ON TIME**

---

# INCREASE YOUR TURNOVER!

By keeping well stocked  
with

## PHOSFERINE

BRAND TONIC

THE GREATEST OF ALL TONICS

This popular Tonic medicine  
is always in demand and  
is supported by intensive  
National Advertising.

**Liquid and Tablets**

**1/3, 3/- and 5/-**

Carriage paid. Monthly a/c

Window display terms in United Kingdom  
on application to:—

**PHOSFERINE (ASHTON & PARSONS) LTD.**

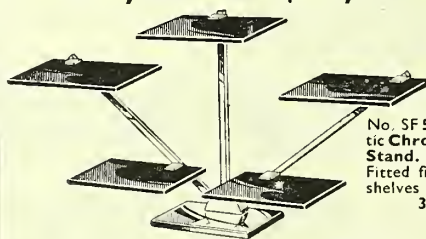
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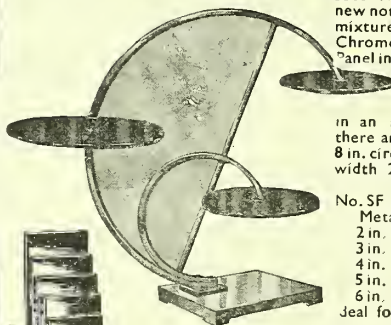


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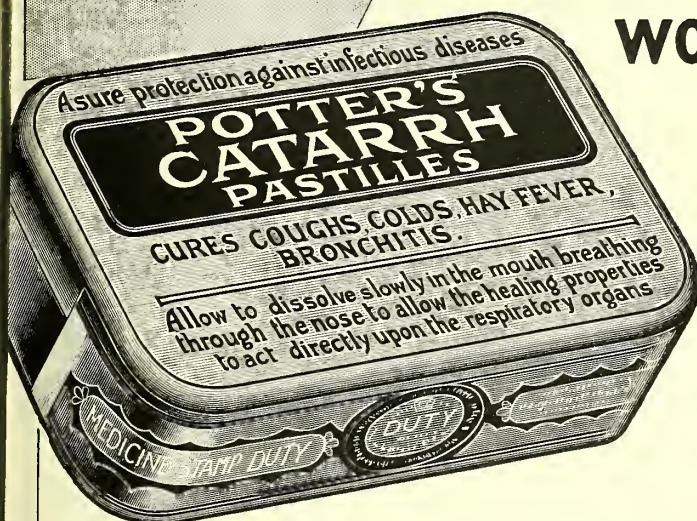
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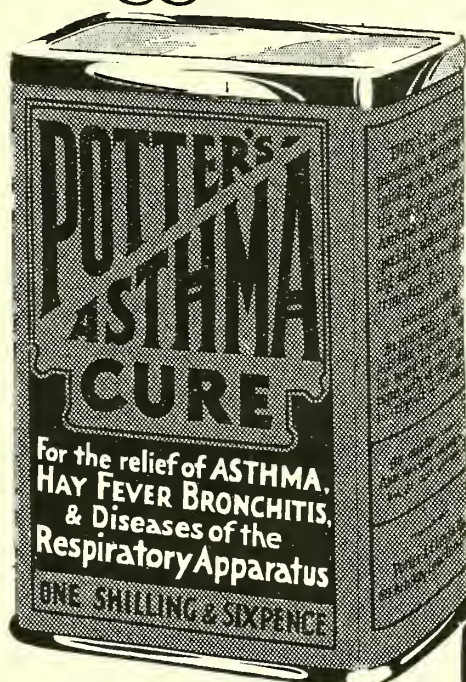


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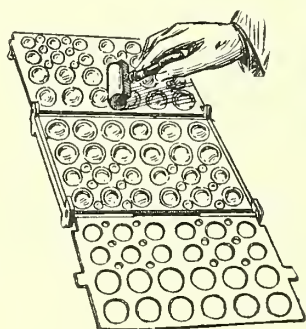
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A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

*The official organ of The Pharmaceutical Society of Ireland,  
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The Chemists' and Druggists' Society of Ireland, and of  
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## News of the Week

### Import Duties Advisory Committee Notices

The Import Duties Advisory Committee give notice of applications for increases in the import duties on the following products:—

Rice, millet and buckwheat starches, and cornflour, custard powder, and laundry materials containing such starches.  
Battery-operated portable electric lamps, viz., pocket lamps, flash lamps, torches, cycle lamps, lanterns, pen lights, table lamps, and similar articles, and parts thereof; but not including electric filament lamps.

Any representations which interested parties may desire to make in regard to these applications should be addressed in writing to the Secretary, Import Duties Advisory Committee, Caxton House (West Block), Tothill Street, Westminster, London, S.W.1, not later than December 5 in the case of rice, millet and buckwheat starches, etc., and not later than December 12 in the case of the other commodities.

The Committee announce that they have decided not to make any recommendation in connection with the application previously advertised for the addition to the Free List of certain crude sodium salts of oil-soluble sulphonic acids.

### Public Analyst's Report

The Durham county analyst reports, with regard to Bland's pills, that the analysis of a sample showed that there was a deficiency in ferrous carbonate to the extent of 19.5 per cent. A formal sample was found to have a deficiency of 16.5 per cent. These pills were prepacked. The manufacturers could offer no explanation of how it had occurred; they voluntarily replaced the whole of the stock held by the retailer and, at the suggestion of the local authority, reimbursed them for the cost of the analysis of the samples. Two subsequent samples of these pills have been found to comply with the requirements of the British Pharmacopœia.

### Birkenhead

An address on "Traders and Politics" was given before members of the Birkenhead and Wirral Pharmacists' Association at the Woodside Hotel, Birkenhead, on November 6, by Mr. J. T. Higgins (chairman of the Birkenhead Retail Traders' Protection Association), the president (Mr. J. Ambrose Lloyd) in the chair. Mr. Higgins dealt with the menace of co-operative societies and alleged that the movement was reducing employment. He urged that something be done by organised traders. Thanking the speaker, the chairman remarked that they as pharmacists must combine with their fellows in other trades. Mr. Higgins gave a short *résumé* of a series of by-laws which he had brought before the National Traders' Joint Committee and which he suggested every town and county borough throughout the Kingdom should be asked to adopt. Under these by-laws traders of all descriptions would have to be registered before they could open a business or trade within the boundary of a town or county borough. The secretary (Mr. G. L. Hale) dealt briefly with the "Chemists' Friends" and "Out of Friends" schemes.

Nearly 150 members and friends of the Birkenhead and Wirral Pharmacists' Association participated in a whist drive and dance organised by the president (Mr. J. Ambrose Lloyd), at St. Michael's Institute, on November 14, on behalf of the Benevolent Fund of the Pharmaceutical Society. Mr. J. Preston supervised the whist, and Mr. George Shaw the dancing. Festoons of balloons and other decorations imparted a gala atmosphere. The arrangements were in the hands of a committee, consisting of Mr. and Mrs. Lloyd, Mr. and Mrs. G. L. Hale, and Mr. and Mrs. W. L. Male. Whist prize-winners were:—*Ladies* (1) Mrs. Hignett; (2) Mrs. Caine; (3) Mrs. Jones; *best first-half*—Miss Robertson; *best second-half*—Mrs. Preston; *best last-six-hands*—Mrs. Edwards; *Gentlemen*—(1) Mr. Fitzpatrick; (2) Mr. Grant; (3) Mr. C. H.

Wright; *best first-half*—Mr. Quigley; *best last-six-hands*—Mr. W. G. Snow; "*surprise*" prize—Mr. F. Snow. Whist prizes were given by Allen & Hanburys, Ltd., Ayrton, Saunders & Co., Ltd., A. de St. Dalmaz, Ltd., Dubarry, Ltd., Evans Sons Lescher & Webb, Ltd., Robert Gibson & Sons, Ltd., John Thompson, Ltd., Vinolia Co., Ltd., Yardley & Co., Ltd.; and dancing "spot" prizes by Bourjois, Ltd., Clay & Abraham, Ltd., Colgate-Palmolive-Peet Co., Ltd., Daggett & Ramsdells, E. Griffiths Hughes, Ltd., Icilma Co., Ltd., Pond's Extract Co., Ltd., Potter & Moore, Ltd.

### Cheltenham

The Cheltenham Branch of the Pharmaceutical Society, with three meetings in two weeks, has been very active recently. Mr. O. A. Foster, continuing a series of talks on "Summer Holidays," described his Mediterranean holiday, relating, amid some amusement, how his card, on which the letters "M.P.S." followed his name, had caused him to be taken for a member of Parliament.

This meeting was followed, on October 31, by a lecture on "The B.P.C., 1934," by Mr. H. Treves Brown, B.Sc. The lecturer outlined the reasons for complete revision, explained the constitution of the committees dealing with the various sections, and gave interesting details showing the wide scope of the work on such subjects as toxins, serums, vitamins, etc. The lecture, which was attended by several doctors, was followed by a discussion, from which it was evident that the meeting considered the B.P.C. very valuable. On November 1 the annual pharmacy ball was held at the Town Hall, organised by Messrs. F. H. K. Wilde and R. James (joint secretaries). Many spot and novelty prizes were awarded. Some 540 people were present, and it was agreed that the function was the most successful yet held.

### Huddersfield

The monthly meeting of the Huddersfield Branch of the Pharmaceutical Society was held on November 7, Mr. Stephens in the chair. The chairman referred to the illness of Messrs. Peach and Sykes, and members joined in wishing them a speedy recovery. Particulars of the post-graduate course in sterilisation methods were submitted to the members for information and discussion.

On November 12, members of the local Branch of the Pharmaceutical Society attended a lecture by Dr. C. R. Theiler (Genatosan, Ltd.) on the use of "Fissan" in skin applications. In the course of the lecture Dr. Theiler made some interesting observations on the comparative dispersion of medicaments when diluted with different substances, showing that the spreading and ultimate absorption varied within wide limits. Mr. Thomas proposed a vote of thanks. Dr. Theiler, in reply, said that the gesture on the part of Genatosan, Ltd., was of co-operation, which he always maintained was the root of all sound business and true harmony in the profession. Pharmacists sold goods and gave advice which was appreciated, and by cultivating that appreciation they could increase the prestige and status of their calling.

### Ipswich

Many non-pharmacists were present at a lecture on "The Romance of Perfumes" given to the Ipswich and District Branch of the Pharmaceutical Society by Mr. W. Deacon (a member of the Society's Council) on November 11. The lecturer was introduced by Mr. L. Piper (chairman of the Branch) who later proposed a vote of thanks.

The annual meeting of the Ipswich and District Branch of the National Pharmaceutical Union was held on November 14. An interesting discussion of various pharmaceutical matters followed re-election of all the officers, as follows: *Chairman*, Mr. S. J. Stearn; *Treasurer and Secretary*, Mr. L. Piper; *Committee*, Mrs. Cook, Messrs. A. H. Croasdale and C. Collins.

### Leeds

At a meeting of the Leeds Branch of the National Pharmaceutical Union on November 12, Mr. F. Midgley (chairman) urged members to complete the postcards promising support of the "Chemists' Friends" scheme. Mr. Burns, speaking on "Salesmanship and Business Hints," stressed the importance of training assistants in the art of salesmanship, and of

encouraging them to make display suggestions. Mr. Buckley spoke of the proposed plan to extend the National Health Insurance scheme to dependants. Mr. Hirst suggested that when dependants were included in the scheme the chemist would receive the most benefit. Regarding side-lines, he did not think that, financially, they were worth stocking. Mr. Eaddie discussed the reasons why chemists were losing trade. The main reason, he believed, was the increasing competition from outside sources due to sales of proprietaries by "dividend" stores. He asserted that dividend was given on P.A.T.A. lines. With the permission of Mr. Eaddie, Mr. Armitage promised to take the evidence of this to headquarters. Mr. Shaw suggested that P.A.T.A. lines should bear a distinguishing mark. All present agreed with Mr. Gilleghan that the P.A.T.A. should cause a notice to be exhibited in all "dividend" stores stating that no dividend was given on P.A.T.A. lines. Mr. Burns suggested that the same notice should be affixed to the goods. Mr. Gilleghan proposed that the Branch should make tests for infringements of P.A.T.A. rules. It was unanimously agreed that the meeting should protest to manufacturers whose goods had been sold, on Mr. Eaddie's evidence, contrary to the provisions of the P.A.T.A.

### London

Dr. J. Stanley White, Ph.C., addressed a meeting of the South-East London Chemists' Association at Lewisham on November 12, Mr. C. H. Foster in the chair. Dr. White's address, on "Recent Advances in Endocrinology," was illustrated with lantern slides.

The first dance of the present season of the North London Pharmaceutical Association was held at the Manor House Hotel, Finsbury Park, on November 14. In spite of the General Election there was a "full house." Mr. J. J. Tyrrell acted as the M.C., and special dance prize contests were arranged.

The South of England College of Pharmacy held their first dance of the term on November 7 at the Avondale Hall, London Road. It was well attended by students (past and present), friends, and students of the other London colleges. The dance was organised by the social club connected with the College.

A dance and social, arranged by Bird & Storey, Ltd., chemists, Marble Arch, W.1., and branches, was held in the small Queen's Hall, Langham Place, on November 12. Mr. and Mrs. A. J. Klein, Mr. and Mrs. Cohen and Mr. T. H. Hamnett were among those present. Many leading firms were represented, and spot prizes were awarded. A cabaret performance was contributed by Mr. Proudlock, Miss Townrow and members of the staff. A cordial vote of thanks was accorded to Mr. and Mrs. Klein, and to Mr. T. H. Hamnett (the organiser).

At a combined meeting of the West Ham and Eastern District Branches of the Pharmaceutical Society and National Pharmaceutical Union on November 14, Mr. G. A. Mallinson (secretary, N.P.U.) spoke on "Irregular and Unfair Trading." Mr. Mallinson dealt with many forms of unfair trading; claimed that much of it could be countered by co-operation among local organisations; and described the "Chemists' Friends" scheme. Discussion showed that the feeling of the meeting was wholly in sympathy with the scheme. On the proposition of the chairman (Mr. F. R. Maxey) the following resolution was unanimously passed: "That this meeting wholeheartedly supports the Chemists' Friends scheme."

An address on the "Chemists' Friends" scheme was given by Mr. J. Hearle, of the N.P.U. Executive, to members of the South-West London Chemists' Association at the Balham Club on November 15. The chair was occupied by the president (Mr. H. G. Tibbett), who expressed pleasure at the large attendance. Before Mr. Hearle opened his address a brief speech was made by Mr. J. Milner (Greenwich), a candidate for election to the P.A.T.A. Council (retail section). Mr. Milner reminded his audience that he had been a member of the P.A.T.A. for twenty years, and answered questions. Declaring that Mr. Hearle needed no formal introduction to the members, the president pointed out that the principal speaker of the evening was a London chemist, a member of the N.P.U. Executive and a past-president of the Northern



Association. In addition he was a past-president of the London County Pharmaceutical Association.

Mr. Hearle dealt with some of the difficulties which had had to be faced by the Marketing Committee, which had got down to brass tacks on the matter. The manufacturers had to restrict supplies to approved wholesalers—the first list that had been submitted to the manufacturers was considered to be a fairly safe one. On the retailer's side, he had to undertake to push "Chemists' Friends" goods in preference to other goods; to give window displays to these goods as far as possible; to sell only to the public; to maintain prices; to do without gift or bonus; and to apply the "Out of Friends" scheme. The speaker said the scheme was a new project in which each member of the Union would have to pull his weight if success was to be achieved. At this stage members must avoid making displays of manufacturers' goods that did not appear on the "Chemists' Friends" list. Mr. Hearle went on to outline some of his own experiences in operating the scheme, and said he had not found great difficulty although he had had to change his business proceedings somewhat. Surely it was their duty to work for the further welfare of pharmacy.

Mr. James asked how the scheme would affect those rural areas where there were no chemists and where proprietary medicines were sold by the village stores. Mr. Hearle said he doubted if there were any areas of any size situated far from a chemist. Answering another question by Mr. James, the speaker said that, with regard to packed goods, these would be included in the scheme if branded. If not branded they would only go on if manufacturers were prepared to limit them to the chemist. They had to remember that each application would be considered on its merits. Mr. E. A. Atkins raised a question about the sale of different products by one firm, taking tooth-paste as an example. He thought that, while it would be practicable to ensure the supply of a certain type of tooth-paste to the chemist, a firm could not be prevented from selling another kind of tooth-paste to someone else. "It is no good thinking that we can go out to stop the sale of medical preparations entirely to anyone else," he remarked, "but we can stop other people from selling the same lines as ourselves." Mr. Skues said that while some of the difficulties may appear remote at present they should be dealt with at once. In his view, the temptation of window-display bonuses would be a big one, and he doubted if some of those who had supported the scheme had realised what they were promising to do. Mr. Skues pointed out that if certain articles bore a label such as "This article is sold by a registered chemist," the sale of such articles would be restricted, because anyone else selling them would be illegally claiming to be a chemist. In reply, Mr. Hearle spoke of the wonderful response to the scheme. Answering a question from Mr. Skues as to whether the multiple companies had been approached to ascertain their attitude towards the scheme, Mr. Hearle said they had not been approached officially, but efforts had been made to find out their attitude. From one organisation had come the reply that, while they could not sign an undertaking to be bound, they were in sympathy with the scheme because whatever was in the interests of individual chemists was in their interests also. Regarding Mr. Skues's reference to labelling articles, the speaker said this was a point which would have to be tackled by the general committee of the manufacturers and the N.P.U.

### Manchester

The first whist drive of the season, organised by the Junior Branch of the Manchester Pharmaceutical Association, was held at Agar's Restaurant on November 14. The executive are to be congratulated on having secured accommodation that is not only more central, but also more pleasing than they have been able to secure in previous years. The prize-winners were:—*Ladies*, Mrs. Johnston, Miss M. Robinson, Mrs. Walters and Miss Heaton. *Gentlemen*, Messrs. Ring, Scholes, Berry and Arnold. The chairman of the Junior Branch (Mr. R. B. Maskell) presented the prizes to the successful players. A vote of thanks to the donors of the prizes, Miss Morrison, Miss Ball, Messrs. Cronin, Harding, Maskell and Walters, proposed by Mr. W. E. Phillipson, was carried with applause.

The Manchester and District Pharmaceutical Masonic Association held their first ladies' evening of the season on November 13 at the Grand Hotel, Manchester. The guests

were received by the chairman (Bro. F. Gee) and Mrs. Gee. After the loyal toast had been honoured, the toast of "The Chairman" was proposed by Bro. Wild. "The Ladies" was proposed by Bro. Hummel, and Mrs. Gee replied. "The Visitors" was proposed by Bro. Morley, and Mrs. Bridgford, sen., responded. A special toast was proposed by Bro. Bridgford to Bro. Newton, in his new post as treasurer, in appreciation of his very valuable work as secretary of the Association since its formation. A telegram of good wishes was received from Bro. McCutcheon (a past-chairman). In the whist drive, conducted by Bro. Woodhead, the following were the prize-winners:—*Ladies*, (1) Mrs. Walters; (2) Mrs. Keeler Oldfield; highest single score, Mrs. Colk; travelling prize, Mrs. Woodhead. *Gentlemen*, (1) Bro. Keeler Oldfield; (2) Bro. Walters.

### Miscellaneous

**FIRES.**—Considerable damage was caused by a fire which broke out early on November 6 at the Paragon Works, Smithy Bridge, Rochdale, owned by the Deanhead Chemical Co. The cause of the fire is unknown.—A serious outbreak of fire occurred on November 20 at the premises of A. F. Suter & Co., Ltd., Gainsborough Road, Hackney, London, E.9. Extensive damage was caused before the flames were under control, large quantities of shellac and gums being destroyed.

**P.A.T.A. COUNCIL ELECTION.**—For the four vacancies in the wholesale section of the Council of the Proprietary Articles Trade Association, the following candidates have been nominated:—Barclay & Sons, Ltd., London; Evans, Gadd & Co., Ltd., Exeter; May, Roberts & Co., Ltd., London; Raimes & Co., Ltd., York; Smith & Sons (Norwich), Ltd., Norwich; Southall Bros. & Barclay, Ltd., Birmingham. The retiring members are the first, third, fourth and sixth. Voting papers will be issued on November 25, and are returnable to the Secretary at 43 Gordon Square, London, W.C.1, not later than December 4. In the manufacturers' section the four retiring candidates are unopposed.

### Irish Notes

#### Chemists' and Druggists' Society of Ireland

A meeting of the Committee of Management of the Chemists' and Druggists' Society of Ireland was held at 11 Waring Street, Belfast, on November 14. Mr. Fred Storey (president) in the chair. The president congratulated Mr. S. Gibson on his election as vice-president of the Pharmaceutical Society of Northern Ireland, and said they all wished him health and a happy term of office. Mr. Gibson suitably replied. A letter was read from the Lord Mayor (Sir Crawford McCullagh, Bt.), thanking the Society for their congratulations on the honour conferred upon him by his Majesty the King.

A discussion arose on the Diseases of Animals (Therapeutic Substances) Bill which had passed through the House of Commons. Mr. Storey reported he had noticed this in the Press and had written to the president and secretary of the Pharmaceutical Society of Northern Ireland suggesting that steps should be taken to try to have the sale of these substances which were shown in the schedule of the Act confined to pharmaceutical chemists and druggists. He said he had written to some of the senators regarding this, who had offered their help. Unfortunately it was too late to have anything done. He discussed the whole position with them, and the Secretary of the Ministry had asked him to write him a letter stating the points mentioned so that they would not be overlooked in future legislation. He agreed to do this, but said it was a pity the matter had not been taken up earlier. Mr. Abernethy asked if the Ministry concerned had sent the Pharmaceutical Society a copy of the proposed Bill. The president said this Bill was introduced by the Ministry of Agriculture and supported by the Ministry of Home Affairs, and it was the business of the Society or the chemists themselves to be on the look-out for anything of this nature.

The president moved that a resolution of sympathy be sent to the widow and family of the late Major George Harris, D.S.O., C.B.E., late Permanent Secretary of the Ministry of Home Affairs. He had helped them in the early stages of the Conference and in many other ways. Mr. Gibson, in seconding, said he had known Major Harris for a long time, and he always met them and lent a sympathetic ear at any time.



## Brevities

Mr. J. P. Ryan has taken over Bredin's Medical Hall at 40 Main Street, Arklow.

Mr. James Moran, M.P.S.I., has opened a pharmacy (Moran's Medical Hall) at South Street, New Ross.

Mr. A. C. McBride, J.P., Ph.C., who has resigned his seat on the Council of the Pharmaceutical Society of Northern Ireland owing to advancing



MR. A. C. MCBRIDE

years, is one of the best-known provincial pharmacists in Ireland. He passed the Licence examination of the Pharmaceutical Society of Ireland in 1888, and was appointed manager of the dispensing department of Wheeler & Whittaker, apothecaries, High Street, Belfast. In the following year he was appointed registrar and apothecary to the County Infirmary, Armagh, and he opened a pharmacy later in English Street, which he still carries on. Mr. McBride has always taken a prominent part in public affairs. In 1914 he was awarded the Commandant's medal for his work in organising the Red Cross Section of the Ulster Volunteer Forces, and was subsequently awarded special certificates from the Red Cross for war work. In 1926 he was appointed chairman of the Ministry of Labour Committee in Armagh; he has also been secretary of the Armagh and Tynan Hunt for a long period. In 1925, when the Pharmaceutical Society of Northern Ireland was set up, Mr. McBride was nominated by the Minister of Home Affairs as one of the pharmacists' representatives and he was re-elected at each successive election. He was vice-president of the Society in 1926, and in 1927 he filled the office of president. Mr. McBride was one of the most regular attendants at the Council until recently.

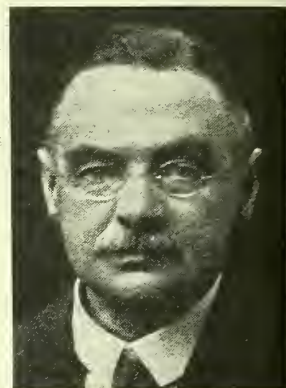
## Scottish Notes

## Brevities

The premises of Mr. William R. Hamilton, chemist and druggist, Oliver Place, Hawick, were broken into and a sum of money taken from the safe.

## Edinburgh

To commemorate the services of Sir James Walker, Professor of Chemistry at the University of Edinburgh from 1908 to 1928, to chemistry in general and to the chemistry department of the University in particular, it is proposed to establish a fund for a Walker memorial lecture, to be delivered annually by an eminent chemist invited to Edinburgh by the University Chemical Society for that purpose. Sir James Walker, who died in May, 1935, was a leading exponent of physical chemistry in Great Britain for nearly fifty years. The new chemical laboratories which he designed and fitted up at Edinburgh are among the best equipped in this country.



Photo] [Russell, London  
SIR JAMES WALKER, F.R.S.

It appears that certain members of the public hold prejudiced views of National Health Insurance dispensing.

At an election meeting in East Edinburgh during the recent campaign the candidate was asked by a heckler why third-rate drugs were supplied for panel prescriptions. The candidate said he thought the suggestion was untrue. A well-known Edinburgh chemist present was asked, after the meeting, to enlighten the candidate as to the true state of affairs. As a result of this the latter declared that if the question arose again he would be happy to give a vigorous denial to the suggestion that inferior drugs were used.

## Topical Reflections

By Xrayser

### This N.H.I. Dispensing

on which you comment in an editorial article (*C. & D.*, November 16, p. 595), is at one and the same time a blessing and a curse to the average pharmacist—a blessing because it provides some certainty of a monetary return and brings in payments at regular intervals; a curse because of its influence upon the dispensing of other scripts than those of N.H.I. and because it sets the standard for dispensing in connection with health services which are growing up rapidly. If these latter continue to develop, the time is not far distant when the majority of prescriptions dispensed by chemists will be paid for at insurance rates, a condition of affairs that no one can contemplate with any feeling but apprehension. You rightly compare the panel medical practitioner with the panel chemist. The former, if his panel is a large one, is in receipt of a good income, not depending on his visits to patients. He has no dispensary to keep going, and usually gets little night work; the great part of his work, consisting of writing scripts, is done in his surgery. He has certain records to keep, but most medical men do this work in a routine way. The pharmacist gets paid only for the actual work he does, and at rates which compare unfavourably with the wages paid to a Metropolitan borough dustman. Before he gets his pittance his scripts are checked (for which he pays), and he runs the risk of not getting the whole of the amount due to him. While chemists, as a body, remain as supine as they are at the present time, it is difficult to suggest a solution of the problem. All that can be said is that the situation is rapidly becoming desperate.

### "Packaging"

is a relatively new word, although the process it stands for is as old as pharmacy itself. The apprentice of old, when he was first initiated into the mysteries of wrapping a bottle of medicine, for instance, was shown how to do this work neatly and quickly; in my own case we always placed a blob of red sealing wax on the spot where the triangular flap at the top of the bottle was folded down, the small seal of the establishment completing the work. The address was always written on the fold of the wrapping, with the cork facing left. I remember, too, the care with which we were taught to wrap epsom salts or bicarbonate of soda; the illustrations of two wrapped packets on p. 597 show a state of things which would never have been passed in my younger days. I welcome the new styles, particularly of packing such chemicals as these, because they are time savers. They can easily be filled by the errand-boy when he is at a loose end, or they can be bought filled from the manufacturer or wholesaler. The fact is that the average pharmacist can spend his time in a more profitable way to-day than packing his own chemicals, and without any loss of prestige or tradition in the matter of neatness. The packaging of toilet powders, shown in the illustrations, is also a move in the right direction. The pedestal box with a lift-off lid into which were once packed violet powder and fuller's earth has almost disappeared; artistic metal and bakelite containers, almost as cheap, have taken its place.



## Legal Reports

**Action Dismissed.**—In the King's Bench Division of the High Court, London, on November 15, a libel action by Miss Norah Robinson, actress, against the Society of Herbalists, Ltd., was disposed of, it having been agreed that the action should be dismissed, without costs. Serjeant Sullivan, K.C., for the plaintiff, said she complained of the publication, in the defendants' catalogue of cosmetics, of her photograph together with her name and the words: "My favourite cream is cream of white lilies made from fresh flowers." At the time of the publication she had retired from the stage, and had become Mrs. Norah Blagden. Within the last few weeks she had returned to the stage. The defendants seemed to think that she had consented to the publication—which she denied—and that they could continue to print her picture. It was on account of that misunderstanding that matters had proceeded as far as they had. The defendants were under the impression that she had authorised them, at some time, to print her photograph with the recommendation of their goods. She was very much annoyed at the publication, having regard to the fact that she had then retired into private life. Goodwill had since prevailed, however. The defendants, while not admitting liability in the matter, appreciated that Miss Robinson was annoyed, and had acceded to her request to withdraw the publication. Sir Patrick Hastings, K.C., for the defendants, said that in advertising their preparations they obtained testimonials from well-known actresses. The plaintiff's photograph was one of six published, and the defendants' view was that they were in a position to establish that she was mistaken in thinking she did not consent to the publication. Whether that were so or not, it was clearly a mistake in publishing her name. It passed the comprehension of the defendants that Miss Robinson should have been so distressed at finding her picture surrounded by those of the best-known actresses. Her picture had been withdrawn from publication and had been substituted by that of Mrs. Patrick Campbell. The defendants regretted that she was grieved, and thought they were acting generously in not asking for costs against her. Mr. Justice Swift: It may be her favourite cream is cream of red roses. (Laughter.)

## New Companies and Company News

**P.C. means Private Company and R.O. Registered Office**

**WELCH & HORNER, LTD. (P.C.).**—Capital £1,000. Objects: To carry on the business of manufacturers and importers of and dealers in drugs, essential oils, chemicals, etc. R.O.: 9 and 10 Jewry Street, E.C.

**SAFA SOAP CO., LTD. (P.C.).**—Capital £2,000. Objects: To acquire the business of soap manufacturers and dealers carried on by J. D. Thomson and Annie E. Thomson as the Safa Soap Co. at Mill Street, Radcliffe.

**NU-ASPIRIN, LTD. (P.C.).**—Capital £100. Objects: To carry on the business of manufacturing and dispensing chemists, pharmacists and druggists, perfumers, etc. R.O.: Canada House, Norfolk Street, Strand, W.C.2.

**SAVONO, LTD. (P.C.).**—Capital £1,000. Objects: To carry on the business of manufacturers and dealers in washing tablets and powders, perfumes, scents and cosmetics, etc. Solicitors: Balshaws, 22 Acresfield, Bolton.

**CONTROLLED FUMIGATION, LTD. (P.C.).**—Capital £500. Objects: To carry on the business of chemical, mechanical and electrical engineers, fumigators, chemists, druggists, etc. R.O.: 83 Institution Street, Woodhouse, Leeds.

**TEASEL, LTD. (P.C.).**—Capital £500. Objects: To carry on the business of dealers in and distributors of chemical products of all kinds and in particular the products of Kempac, Ltd., of Batley. R.O.: 345 Norwood Road, Tulse Hill, S.E.27.

**COLLOID PRODUCTS, LTD. (P.C.).**—Registered in Edinburgh. Capital £6,000. Objects: To carry on the business of manufacturers and dealers in all classes of chemicals, gases, compounds, emulsions, etc. R.O.: 14 Netherfield Street, Glasgow.

**SLENDRO, LTD. (P.C.).**—Capital £1,000. Objects: To carry on the business of manufacturers of and dealers in chemicals, gases, drugs, medicines, plaster of Paris, etc. Solicitors: Warren Murton Foster & Swan, 45 Bloomsbury Square, W.C.1.

**LOESBY JONES, LTD. (P.C.).**—Capital £2,000. Objects: To acquire the business of a pharmaceutical and photographic chemist carried on by Kate J. Jones at 4 Thayer Street, W.1, and 16 Station Road, Chingford, E.4, as "Loesby Jones."

**SERGEANT SYNDICATE, LTD. (P.C.).**—Capital £350. Objects: To acquire all rights in or relating to a preparation known as "Shun" and to carry on the business of manufacturers and dealers in all drugs, chemicals, pharmaceutical products, etc. R.O.: Cory Buildings, 117 Fenchurch Street, E.C.3.

**VAN-SET, LTD. (P.C.).**—Capital £1,000. Objects: To acquire the business of toilet and beauty preparation manufacturers and distributors carried on by Hon. Ivy F. Somerset and Adrianus J. J. van Haselen at 28 Buckingham Palace Road, S.W.1, as "The Physio-Medical Laboratories." R.O.: 16A High Road (Lee), Lewisham, S.E.13.

**FRUIT CHEMISTRY, LTD.,** registered pursuant to Section 344 of the Companies Act, 1929. Capital £P.10,000. Incorporated in Palestine. Objects: To acquire the benefit of certain negotiations conducted by Dr. C. Weizmann and Dr. H. Ludwig for the acquisition of the right to work in Palestine a process for condensation by freezing, sometimes known as the Krausse-Linde Process; and to carry on the business of chemists, etc. The British address is at Shell-Mex House, Victoria Embankment, W.C.1. George B. Cooke, of 1 Copthall Buildings, E.C., is authorised to accept service of process and notices on behalf of the company. The directors are: Chaim Weizmann, 16 Addison Crescent, W.14, chemist; Salman Schocken, Rehavia, Jerusalem, Curator of Jerusalem University; Harry Sacher, 5 Addison Road, W.14 (director of Marks & Spencer, Ltd.); Siegmund G. Warlurg, 23 Gayfere Street, S.W.1, banker; Richard Willstätter, 29 Mochlstrasse, Munich, chemist; Heinz Ludwig, 89 Gloucester Place, W.1, managing director.

## Bankruptcy Report

**Re John William Wood,** 2 Barmouth Road, Wandsworth, London, S.W.18, chemist and druggist. The public examination of this debtor was resumed recently at the Court House, Wandsworth. The statement of affairs filed showed ranking liabilities of £575 6s. 11d., and no assets. In reply to questions, debtor said that he was not aware that he should have informed the Official Receiver of a legacy of £250 he had received, but admitted that shortly before the public examination he had endeavoured to assign his interest in the legacy. The examination was further adjourned.

## Gazette

### Partnerships Dissolved

**AVERILL, M., and DAVIES, W. J.,** 10 Market Square and St. Mary's Gate and St. Mary's Grove, Stafford, chemists, druggists, seedsmen and photographic dealers, under the style of J. & H. A. Averill.

**CLARKE, S., FARTHING, R. T., and HUGHES, R.,** 41 Argyle Square, King's Cross, London, chemists' valuers and transfer agents, under the style of Berdoo & Fish, so far as concerns R. Hughes.

### Bankruptcy Acts

#### RECEIVING ORDERS AND ADJUDICATIONS

**MARSHALL, EDITH M.,** 14 Sun Street, Waltham Abbey, Essex, "chemist."

**WYLIE, R. T.,** lately at 72 Praed Street, Paddington, London, W.2, chemist, under the style of A. Darch.

**YEATS, J. B.,** 18 Copes Avenue, Tunstall, Stoke-on-Trent, and lately at Goodfellow Street, Tunstall, under the name of "Executors of the late Joseph Keightley," wholesale druggist.



# After-Dinner Speeches

## West Kent

At the successful sixteenth annual dinner of the West Kent Chemists' Association, held at the Royal Bell Hotel, Bromley, on November 13, Mr. G. A. Mallinson (secretary of the National Pharmaceutical Union) was the principal guest. Among other visitors, who were received by Mr. Allan Bone (chairman) and Mrs. Bone, were Mr. J. E. French (secretary, Kent Pharmaceutical Committee) and Mrs. French; Miss Sharples (assistant secretary, N.P.U.); Mr. Wing (Woolwich); Mr. H. C. Neve (secretary, Croydon Pharmacists' Association) and Mrs. Neve; Mr. and Mrs. Hayne (Surbiton); and Mr. and Mrs. Davenport. Mr. E. G. Price (past-president), proposing the toast of "The N.P.U.," spoke warmly of the usefulness of its various activities. He considered that, in spite of the keen competition and troublesome restrictions of to-day, things were much better than they had been twenty or thirty years ago. He felt that this improvement was due very largely to the wonderful work of the N.P.U. A pharmaceutical "Rip Van Winkle" would be astounded to find such an organisation in existence, and marvel still further on hearing of the latest development, the "Chemists' Friends" scheme. Mr. Mallinson, in response, said that if the Union were withdrawn, and the clock put back twenty years, chemists would realise vividly how much had been done for them. It might surprise some people to learn that the monetary turnover of the Union exceeded £2,000,000 a year. Touching briefly upon the "Chemists' Friends" scheme, Mr. Mallinson said that retail chemists were beginning to feel very keenly the competition in certain directions from outside traders and were looking to the Union to check things before they got too far. Mr. French, who proposed "The West Kent Association," suggested holding out a friendly hand to newcomers in the district. Mr. Wallace Pring, proposing "Our Visitors," assured Mr. Mallinson of the whole-hearted support of the men of West Kent. Miss Sharples responded.

## Portsmouth

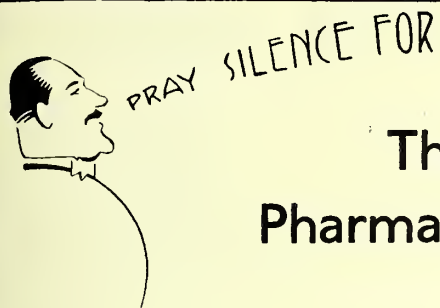
There was a good gathering at the annual dinner and dance of the Portsmouth and District Branch of the Pharmaceutical Society at Kimbell's Café, Southsea, on November 13. The president (Mr. W. L. B. Murray) was in the chair, and the principal guest of the evening was Mr. Thomas Marns (vice-president of the Society), with whom was Mrs. Marns. The toast of "The Pharmaceutical Society" was submitted by Dr. J. A. D. Radcliffe (pathologist to the Royal Portsmouth Hospital), who congratulated the Society on its pursuit of solid professional standing, as indicated by the valuable Pharmacy Act of 1933. The chief ingredients of the apothecaries' electuaries of olden days, he added, were honey and ginger, and neither was wanting in the policy of the Pharmaceutical Society. Mr. Marns, in response, agreed that the Society had used these two ingredients with good effect. In 1941, he said, they would be celebrating their centenary, and they would then be in possession of a fine home. He recalled that the Society was formed at a pharmaceutical tea-party held over a shop in Oxford Street, London, to oppose a Parliamentary Bill which, if passed, would have gravely affected the profession. He strongly appealed for more generous support for the Society's Benevolent Fund. Mr. H. A. McCoy proposed the toast of "The President," and in reply Mr. Murray urged the importance of the practical business side of pharmacy. Mr. F. H. Ruoff (secretary) proposed the toast of "The Visitors," who included Dr. A. B. Williamson (medical officer of health for Portsmouth), Mr. L. B. Bennet (principal of the Portsmouth Municipal College), Mr. R. P. Page (Portsmouth City analyst), and Mr. H. C. Sawyer (clerk to the Portsmouth Insurance Committee). Dr. Williamson, who responded, foresaw the time when the chemist would dispense fewer bottles of medicine and far more vaccines and serums. He congratulated Portsmouth chemists upon the results of tests under the Food and Drugs Act, remarking that fifty-seven samples of drugs examined during the last year were all found to be pure. "The Ladies" was proposed by Mr. W. E. Bown and responded to by Mrs. Murray; and "The ex-President and Secretary" was proposed by Mr. W. R. Atterbury.

## Western (London) Pharmacists

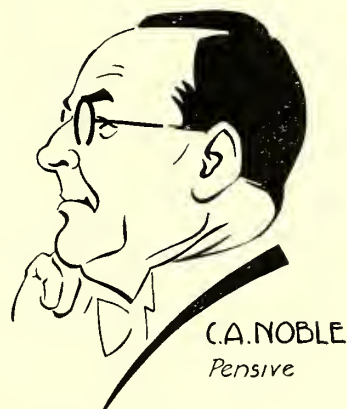
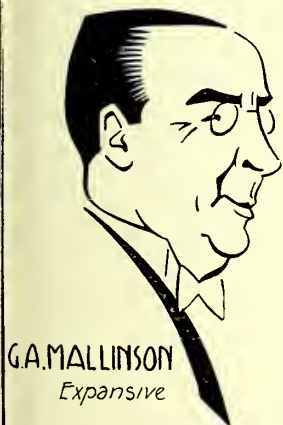
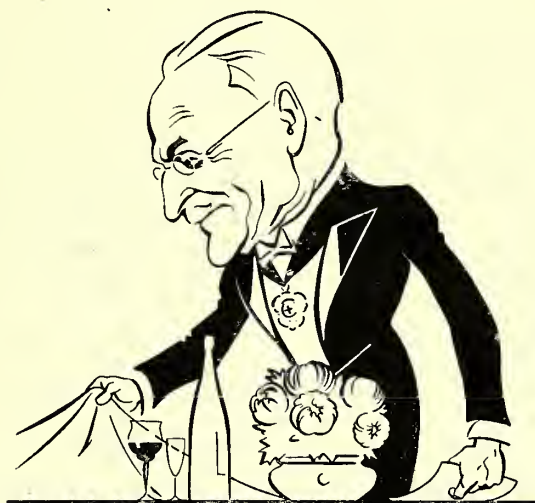
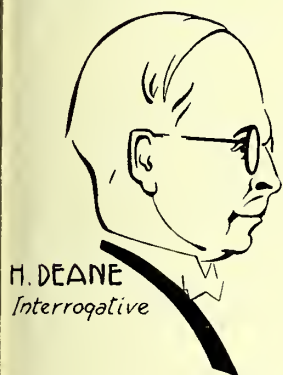
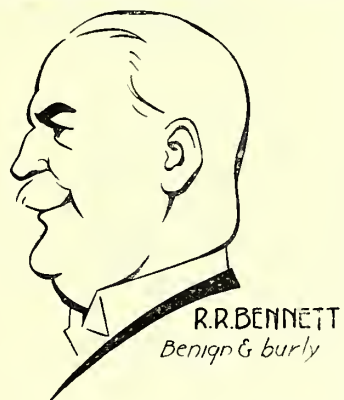
If Samuel Pepys, with his love of good company and good cheer, had been at work in Whitehall on November 14, 1935, he would have found time to go to the annual dinner and dance of the Western Pharmacists' Association at the Trocadero, near Piccadilly Circus, and in all probability would have ordered a new coat for the occasion. This event, the forty-fifth of the Western series, was a worthy successor to the other forty-four, and even without the amusement of election results shown on a screen would have attracted the usual representative group of London pharmacists and their friends. Mr. David T. Jones presided for the second time, with Mrs. Jones at his side; and the arrangements made by the committee had an additional perfection in the shape of a clearly typed table plan with its alphabetical pendant. The Maw challenge shield, which the Western Association partly holds this year (the final result of the inter-association sports last summer being a tie), made a handsome background to the chairman's seat. The speeches were, as is customary with this association, limited to four. In submitting the toast of "The Pharmaceutical Society" Mr. Clifford Evans (general secretary) excelled his previous best—and that was very good—of last year. There were times, Mr. Evans said, when we thought we could run the Society better than the Council did. It had sometimes been said that the Council was not greatly interested in the man in business; but this statement was no longer true, seeing that new regulations had to be observed and a colossal fee paid, involving an itinerant inquisition of intelligentsia. The secretary of the Society might write a book entitled "Hints on How to Entertain the Society's Inspector." It was to be hoped that soothers might still be kept in the "Cort. Aurant" drawer, and that the bottom shelf of the poison cupboard might be allotted to decoctum lupuli. He was sorry that the borough councils did not want pharmacists for the duties of inspection, but evidently it was thought a suitable job to combine with that of a sanitary inspector. Mr. Evans concluded with a tribute to the president of the Society. Mr. Peck, responding, said that the Western Association had a record of which any body of pharmacists should be proud. Pharmacy had at present no direct representation in the House of Commons; he hoped that Mr. Keall (whose chair was at that moment, to the general amusement, discovered to be empty) would supply that deficiency. (The president added to the merriment by suggesting that Mr. Keall, out of sheer modesty, had hidden under the table.) Many of the troubles of pharmacy were to be traced to the 1868 Act; they must turn the new Act to the best purposes they could. It would be the duty of the inspectors to see that there was fair play all round and uniformity of practice. The other toast, "The Western Pharmacists' Association," was proposed by Dr. J. Stanley White. Referring to education, Dr. White remarked that twenty-two years ago he read a paper before the London Chemists' Assistants' Association on elementary biology; he was pleased to find that there was now a course in this subject at Bloomsbury Square. He hoped that pharmacy in this country would never descend to the level of the mixed store type of business. The toast was accorded musical honours. The president, in the course of a brief and humorous reply, told the company that the members of his Association were good at social functions but not at attending lectures. He thanked the committee for making the arrangements, and welcomed the visitors, among whom was a lady from New Zealand.

The guests at the chief table included Mr. E. Saville Peck (president of the Pharmaceutical Society), Mr. Harold Deane (chairman of the British Pharmaceutical Conference), Dr. Noel G. Harris, Dr. J. Stanley White, Mr. John Keall (Mayor of Wandsworth and ex-president of the Pharmaceutical Society), Mr. A. R. Melhuish and Mr. C. A. Noble (members of the Society's Council), Mr. H. N. Linstead (secretary of the Society), Mr. G. A. Mallinson (secretary of the National Pharmaceutical Union), Miss C. Batten, Mr. R. R. Bennett, Mr. H. Berry, Mr. C. H. Foster, Captain J. J. G. Hay, Miss Dennis Hayes, Mr. Harry Martin, Mr. F. H. Mylro, Miss Sharples, Miss Sproule and Mr. G. A. Tocher. The spur tables were in charge of Mr. W. B. Falding, Mr. F. A. Noble, Mr. Gwilym Thomas, Mr. P. D. Goodwin, Mr. W. T. Pratt, Mr. Clifford Evans and Mr. H. C. E. Glover; and among the company were Mr. Alfred Barrett, Mr. and Mrs. William Chalmers, Mr. G. P. Forrester and Miss Forrester, Mr. and Mrs. Peter Irvine, Mr. W. W. Knott, Mr. P. O. Royle, Mr. H. G. Tibbett and Mr. B. R. Wilkinson.





# The Western Pharmacists' Association



ON WITH THE DANCE !

# Pharmaceutical Society of Ireland

## Council Meeting

THE November meeting of the Council was held at 67 Lower Mount Street, Dublin, on November 12, Mr. J. F. Costello (president) in the chair. Other members of the Council present were Messrs. J. A. O'Rourke, F. J. Fitzpatrick, D. W. P. Boyd, Dr. J. A. Mitchell, M. J. Kieran, D. Warwick, P. J. Fielding, J. Duggan, T. J. Smith, P. Brooke Kelly, K. Whelehan, B. P. Hickey, W. J. McKnight, M. J. Parkes, J. Gleeson, J. T. Dwyer, P. C. Cahill, Miss F. M. Flood, and Sir T. Robinson.

### REGISTRATION ITEMS

Mrs. Rosaleen Patricia Magnier (*née* Walker) and Mrs. Rebecca Mildred Briggs wrote submitting marriage certificates and requesting change of name in the Register. The applications were granted.

The following, who submitted certificates, were granted Preliminary registration:—Misses M. K. Lyster, A. Lennon, M. McCarthy, T. M. Murray, M. Comerford, M. Daly, H. V. Hession, Messrs. P. Kilbride, W. Whelan, M. Harrington, C. J. Byrne, C. J. Kirby, P. J. McConnell, M. J. O'Shaughnessy, J. Murray.

The following changes of address were notified:—Thomas F. Kelly, M.P.S.I., from McHugh's Medical Hall, Athy, to Market Street, Thomastown. J. A. Kissane, M.P.S.I., from Springfield, Tipperary, to 17 Dominick Street, Galway. P. McAuliffe, M.P.S.I., from Ballyhindon, Fermoy, co. Cork, to 93 Sandymount Road, Dublin. Saul Coleman, L.P.S.I., from 6 S.C. Road, Portobello, Dublin, to 50A Lower Drumcondra Road, Dublin. T. A. Foley, L.P.S.I., from O'Brien's Medical Hall, Mickleton, to 12 James Street, Drogheda.

The Registrar reported on the death of James McCutcheon, R.D. (716). The Registrar further reported on the removal under Section 25 of W. A. McAloney, R.D., H. L. Brown, R.D.; Arthur Cullinan, Asst.; P. F. Ryan, Asst.; W. Cromie, Asst.

### REPORTS

The reports of the Law, House and Schools Committees and Building Subcommittee were submitted and approved.

### EXAMINERS RE-ELECTED

Dr. A. T. McKay, Dr. Keane, and Mr. Bernard Murphy were unanimously re-elected examiners in the Licence examination for the year ending November 1, 1936. Mr. M. J. O'Callaghan was re-elected examiner for the Registered Druggist examination for the same period.

### REGULATIONS AMENDED

MR. O'ROURKE moved the following notice of motion standing in his name:—

That the Regulations be amended as follows:—

A.—Delete Regulations V and VI Licence Examination Regulations (p. 109 of 1935 Calendar), substituting in lieu thereof the following regulations:—

"V On and after January 31, 1936, the fee for examination or re-examination for the Licence examination shall be five guineas. Candidates are to give notice to the registrar fourteen clear days before the date of commencement of examination of their desire to be examined, and also to lodge with him a voucher for having paid the examination fee into the Bank of Ireland to the credit of the Society.

"VI On and after January 31, 1936, successful candidates at the Licence examination shall be required to pay a registration fee of ten guineas before being entered on the Register of Pharmaceutical Chemists. Provided that candidates who have entered for the Licence examination for the first time before the aforesaid date shall be exempted from the payment of said fee for registration."

B.—That the Regulations be amended as follows:—

Amend Regulation II Finance (p. 96 of 1935 Calendar) by deleting the word "three" and inserting in lieu thereof the word "ten."

Amend Regulation III Finance (p. 97 of 1935 Calendar) by deleting the word "ten" and inserting the word "twenty."

C.—Amend Preliminary Regulations by deleting the following paragraph:—

"On and after October 1, 1934, candidates must also pass in Chemistry and Botany," and inserting in lieu thereof:

(3) Candidates matriculating on and after October 1, 1934, must also matriculate in Chemistry and Botany in addition to above subjects.

(4) These amended Regulations shall come into force on January 1, 1936."

MR. HICKEY seconded the motion, which was passed unanimously.

A further resolution was adopted amending Regulation 9 on p. 111 of the Calendar for 1935 by altering the words "ten guineas" and "four guineas" to "five guineas" in each case.

### SCHOLARSHIP SCHEME WITHDRAWN

MR. FITZPATRICK moved the following notice of motion standing in his name:—"That as, in the opinion of the Council, the Society's scholarship scheme has not attained the object for which it was instituted, it is hereby resolved that the scholarship scheme be withdrawn." Mr. Fitzpatrick said that since the scheme was initiated no real consideration had been given to it. Both Mr. Kerr and himself had to work hard year after year to get students to go forward for the examination. The present scheme definitely cut across the Regulation they had just repealed.

MR. HICKEY seconded the motion, which was passed.

### ELECTIONS AND NOMINATIONS

MR. P. McNamara and Mr. J. D. O'Connell were elected to membership of the Society.

The following were nominated for membership:—Mr. Maurice Power, 56 William Street, Limerick; Mr. Joseph Matthew Gorry, Main Street, Naas; Miss E. Daly, Ballymahon, co. Longford.

### THE SOCIETY'S DIAMOND JUBILEE

MR. CAHILL said that as 1935 marked the diamond jubilee of the Society they should mark the occasion by a banquet or some other suitable function. It was a matter for regret that it was not found feasible to have an annual dinner or banquet, as in previous years. They were the only profession in the country that did not hold some public function of this kind. No matter what happened in the past, they should have some public function this year for the Society's jubilee. These functions served two very useful purposes. First there was the social aspect. The second aspect was that such a function gave an opportunity of inviting a Minister of State, who could speak with authority on questions affecting themselves and the public in general.

MR. WHELEHAN, supporting Mr. Cahill's proposition, said it was a very good one for which they would get strong support in the country.

MR. FITZPATRICK said there was no doubt such a function would be a great success if the country members supported them loyally. It would be a very onerous undertaking to start with. He had four years of this kind of work, and there was no reason why Mr. Cahill and the other younger members of the Council should not tackle this proposal and carry it through. They could have a conversazione when the building was complete.

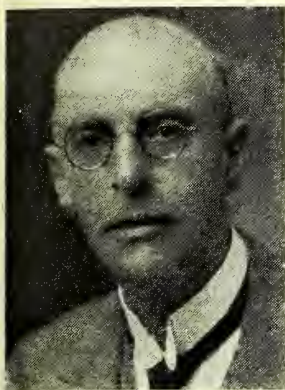
MR. KIERAN said he agreed that they wanted all the publicity they could get, but he did not think a conversazione would meet the case.

MR. FITZPATRICK mentioned that at the previous functions organised by the Society they got astounding support from the country. Chemists came from Tralee, Skibereen, Cork, Limerick, Waterford and other distant parts.

THE REGISTRAR said the first thing they would have to do would be to appoint an organising secretary. His office could take a certain amount of work off the shoulders of the secretary, but they must have such a secretary to provide the personal element.

On the motion of MR. CAHILL, seconded by MR. WHELEHAN, a dinner committee was formed.





Photo] [Lambert Weston  
Mr. C. T. THONGER, M.P.S.

# Photographic Dealers' Association

The Annual Conference of Branch Delegates of the Photographic Dealers' Association was held on November 6 in the Hotel Russell, London, W.C.1

THERE were present fifty-one delegates from local branches at the delegates' conference of the P.D.A. on November 6. Mr. C. T. Thonger, the president, occupied the chair. Under the following headings the president gave a

report of the activities and progress of the Association since the annual meeting in May:—Local organisation; agreements with individual manufacturers; relations between the Association and the Federated Photographic Manufacturers; maintenance of D. and P. prices; organisation of the D. and P. trade; fair trading; hire-purchase defaulters; Association publications; and membership.

## REGULATION OF RETAIL DISTRIBUTING POINTS

The honorary secretary, Mr. Wallace Heaton, reported on the operation of the existing agreements with manufacturers: Coronet Camera Co., Ltd., Cameras, Ltd. (Dekko), and the Leeda Photographic Co., Ltd. Consideration was also given to the question of agreements with other manufacturers. It was unanimously resolved:—

That this meeting of delegates is in agreement with the principle that the supply of photographic apparatus and films should be of a direct nature only, that is from the manufacturer to the dealer.

Mr. W. Hudson (Skegness) proposed, Mr. W. Spence Culbert (Glasgow) seconded, and it was unanimously resolved:—

That this meeting supports the National Council in its attitude in regard to agreements with manufacturers, for regulating distribution.

## UNFAIR TRADING

Mr. J. Lomax (Manchester) referred to the memorandum sent by head office to officials of local branches by arrangement with the Fair Trading Congress, and suggested that the directors of insurance companies, banks, and so forth, should be urged to investigate and to stop any collective buying by their employees. Mr. J. Riddell, on behalf of the Newcastle Branch, proposed, Mr. J. Lomax seconded, and it was carried unanimously:—

That the National Council of the P.D.A., in conjunction with other trading associations mentioned in the memorandum of the Fair Trading Congress, should take immediate steps to place before the Government the question of unfair trading.

Mr. E. H. Smith (Portsmouth) recommended that representations should be made to local councils and chambers of trade. The general secretary, Mr. E. J. Andrews, pointed out that the Fair Trading Committee of the P.D.A. has been able to take action with satisfactory results in a number of cases, and will continue to deal with all reported instances of unfair trading in amateur photographic supplies.

## THE P.D.A. AND THE F.P.M.

The general secretary reported on the relationship between the F.P.M. and the P.D.A. since the last Delegates' Conference. He referred to the watching policy adopted by the Council, local branches and individual members, and reported that the manufacturers during the past year had opened accounts sparingly. As an instance of the trend of the relationship between the F.P.M. and the P.D.A., the Federated Photographic Manufacturers had come forward with a suggestion that they be allowed to give a donation of £135 to the

expenses of the P.D.A. annual dinner, which donation had been accepted. Mr. H. W. Thomas (Glasgow) proposed, Mr. W. Spence Culbert seconded, and it was resolved:—

That this Delegates' meeting recommends that the necessary steps be taken to bring about a working arrangement between approved manufacturers and the P.D.A.

Mr. W. Gardiner (Worthing) proposed a vote of thanks to the president for conducting the morning session. This was carried unanimously.

After lunch the honorary treasurer (Mr. A. Hoare) took the chair. The first matter to be dealt with was:—

## EXTENSION OF LOCAL ACTIVITY

Mr. A. Finnis Attwell proposed:—

That the Council be instructed to consider all methods of increasing Branch activity, and in particular to arrange for a programme of lectures and demonstrations to be prepared with suggestions to be passed to all Branches.

This was seconded by Mr. J. R. Bevan (S.W. London) and carried unanimously.

## D. AND P. PRICE SCALE

Mr. D. Foster (Brighton and Hove) gave a report of the meetings held between representatives of the P.D.A., the W.P.F.A., and Kodak, Ltd., when it was agreed that the present scale of prices for D. and P. should be maintained for 1936. He stressed the desirability of local agreements between dealers and finishers for the maintenance of prices. Mr. W. Heaton proposed, Mr. R. H. Townson (N.W. London) seconded, and it was resolved:—

That the manufacturers be urged in the interests of the trade to see that their customers are induced to adhere to the P.D.A. price scale for D. and P.

The South-West London Branch suggested that a committee of inspection should be appointed to test prints and negatives sent in by members for scrutiny and report. The general secretary suggested that the public should be attracted by a window sign to take their films to dealers whose quality of D. and P. work reached an approved standard. It was resolved:—

That this meeting of delegates from local branches recommends that the National Council investigate the possibility of issuing showcards, handbills, wallet slips, and any other literature designed to assist those members who are in competition with price-cutters in D. and P.

## OTHER MATTERS

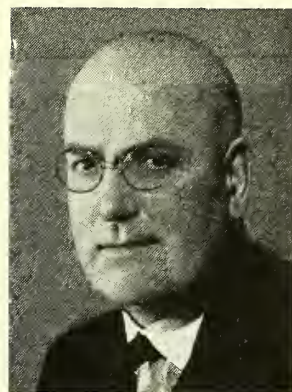
Miss F. Foxall (Manchester) proposed, and Mr. E. J. Wilson (Leeds) seconded:—

That the National Council be instructed to examine the boundaries of the present electoral areas with a view to revision on a basis of population. This was carried.

Miss F. Foxall proposed, and Mr. J. Lomax seconded:—

That the Council be asked to consider the practicability of collective advertising to "sell" photography. This was carried.

A vote of thanks to the honorary treasurer for conducting the afternoon session was proposed by Mr. J. Lomax (Manchester) and carried unanimously.



MR. WALLACE HEATON, Ph.C.



# The Chemist's WINDOW



## “Dark-evening” Photographics

**Apparatus  
Chemicals and  
Accessories  
for  
Winter-time  
Photography**

THE aim of the C. & D. window display of winter photographic requirements (above) is to suggest a means of informing existing amateurs, rather than of attracting new enthusiasts. Their time is the spring. From a straightforward, informative display the interested amateur can learn the best lighting methods; the correct plates, films, papers and chemicals; and he is also introduced to such useful accessories as white ink, tints, pastels

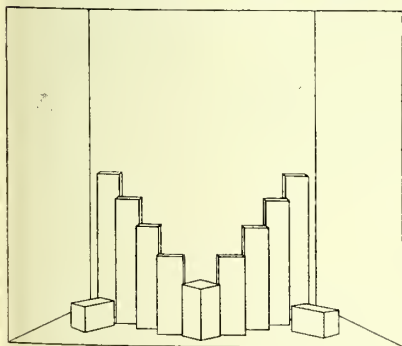
and mountant. Available showcards were excellent, but too numerous to be all included. They were so good, in fact, as to compose a most artistic exhibition, for which a background of material was well warranted. Hessian, canvas or calico in grey, fawn or other neutral shade can be obtained quite cheaply from a local draper or furnishing house. The showcards were arranged to form two sides of a rough triangle, the apex being the centre of the background. A variety of booklets was received from Kodak, Ltd., and from Ilford, Ltd. It was decided to feature these also by fixing them to the background in similar, but steeper, formation, leading the eye to a point of focus at which the centrepiece was to be placed.



The latter was of stout plywood, painted red, with holly decoration. A pleasing level was found for it by standing it upon two "Kodaflector" packets, after the deck of the window had been covered with linen-surfaced gilt background paper, stretched flat. The cubes were next arranged in a descending triangle, angle to angle, from the rear corners to the front centre. The "apex" of the triangle (actually the shortest prism) was placed athwart the converging diagonals to break the monotony which would otherwise result. This completed the basic display, positions being determined for the various articles by their size and nature. Thus the flood-lamp reflectors demanded the high corner positions, the cased "Sashalite" and Chemical Outfits deck positions on small cubes, and so on. Unfortunately the camera, if it "does not lie," flattens out perspective and fails to portray depth of construction. A constructional diagram is therefore given at the foot of this column. Items appearing in the C. & D. Winter Photography Display include: Kodaflector and Ilford Photo-flood outfits; Sashalite amateur outfit; Photo-flood and Baby Sashalite lamps; Ilford plates and bromide papers; Selo hypersensitive panchromatic roll films and film packs; Johnson's home photography outfit, mountant, pastels, flash powder, photographic chemicals, etc.; booklets and leaflets by Kodak and Ilford; show material by Johnsons, Ilford and Kodak.

The display was executed by Display Craft, Ltd., 68 York Road, Waterloo, London, S.E.1, who also supplied the display units. These are obtainable in sets comprising the following sizes: 36 in., 30 in., 24 in., 18 in., 12 in. and 6 in. in length, with uniform square section of 6 in. They are made of strong plywood, covered with rough-cast silver foil. The centrepiece is a collapsible plywood display fitting 48 in. high, with circular shelf and holly leaf decoration (standard design supplied from stock).

Diagram showing "cube" formation of mixed photographics display



## HOME CINE

Home Cine apparatus and accessories, difficult to arrange attractively in a small window, are well worth an occasional display. In our illustration, background and floor have been removed to demonstrate a simple yet effective arrangement

In very rare cases is it possible actually to display cine apparatus "working" in a chemist's window. Some attempt should be made, however, to place the projector in correct relationship with the screen. In a small window, this can be achieved by placing the screen diagonally across the right-hand back corner and the projector, roughly facing it and tilted towards its centre, at the left-hand front corner. If a tall centrepiece is used, such as that included in the window illustrated, it completes an agreeable arrangement when placed, parallel with the background, between the two. If it overlaps the screen, that is no detriment, but rather an advantage. When displayed articles are few in number, their precise position becomes a matter of greater importance than ordinarily. Cubes, cameras and accessories placed on the same diagonals, though at progressive levels, lead the eye easily from one article to the next. Everything is seen and nothing is overlooked. Price tickets are not of paramount value in a window of this character but, if shown, should be

uniform in style with each other and with any showcards included in the display. A background of draped material, and floor covered with the same material "rucked up," would certainly set off the "luxury" apparatus shown. If crêpe paper is used, it should be well chosen and delicately arranged. Narrow tubes and refined colours are more in keeping with cine goods than broad effects in strong colours. Every device which helps to convey the impression that the instruments are made with minute precision and are a pleasure to handle on that account, is valuable. Apparatus and accessories displayed in THE CHEMIST & DRUGGIST window include: Kodascope Model D with Resistance; No. 1 Celfix Silver Screen; Cine Kodak Model BB Junior f/1.9; Dekko 9.5 mm. Hand-driven Projector; Dekko 9.5 mm. Cine Camera; Johnson's Cine Home Processing Chemical Set.

The display stands were from the same set as used in the winter photographics window, and this window also was dressed by Display Craft, Ltd.



# The Pharmaceutical Salesman; (IV).

(Continued from THE CHEMIST AND DRUGGIST, September 21, p. 347)

## Selling Photography in Winter



**H**ITHERTO one of the greatest drawbacks of photographic business has been that it was confined to the summer months. This posi-

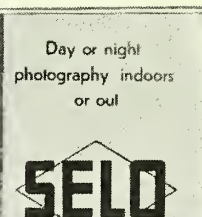
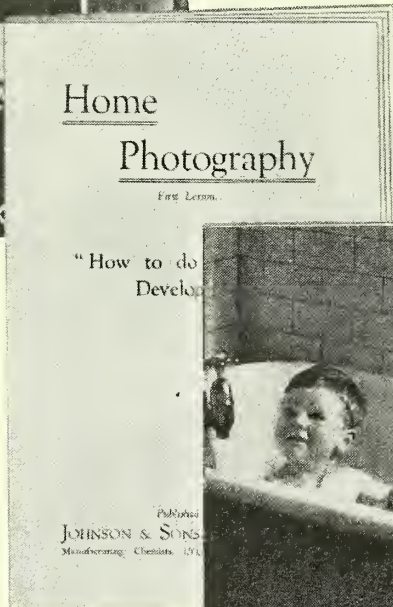
such photographs almost as easy as in summer-time have been referred to, but manufacturers have even gone further, for they have published various informative booklets—and what better use can the photographic chemist make of these than to send a set to every one of his customers who owns a camera? The next object of the window display should be to show the correlation between the pictures and their method of production, i.e., in the case of those taken indoors, by means of flash light or photo-flood bulbs; for street scenes so many seconds or minutes exposure with a certain roll film. Then can be illustrated by means of a couple of dishes, a printing frame, some developer and hypo, how easy it is to carry out many of the processes at home without undue inconvenience to the remainder of the household. Enlarging is no more difficult than making a contact print by gaslight, but the desire on the part of the customer for a larger print can be met in either of two ways. If the cult of home photography has already been in-

culcated in the amateur's mind, it is more than likely he can be sold an enlarger, an easel, and bigger dishes, while he becomes a constant purchaser of bromide paper. If for financial or other reasons he is not likely to purchase apparatus, it should not be difficult to persuade him to have his best pictures enlarged, mounted and framed.

Comparatively few photographic chemists seem to have realised the business possibilities of cine photography. The enthusiasts have made a good deal of money, but those who have been half-hearted have met with disappointment. It is useless to expect such business to leap forth

tion is now being rectified to a large extent through the efforts of the manufacturers, who have provided inexpensive anastigmat lenses, far more sensitive films, and what might be described as "studio lighting for the home." Apart from better materials and accessories there has been considerable propaganda during the last two years or so with the object of interesting the "press-the-button" photographer in undertaking much of the work in his own home. There is now ample proof that this spade work is "bringing forth good fruit," as evidenced by the enormous entries for competitions, the demand for samples, and the tremendous influx of new members to the amateur photographic societies. That there is a large potential business in winter photography is indisputable, and dealers who are determined to obtain their share of it can undoubtedly succeed in doing so.

In London and the provincial cities there are a number of dealers whose business is exclusively photography; moreover, their customers during the winter months are almost as numerous as in the height of summer, and even more so in the fortnight preceding Christmas. How is it done? As nothing succeeds like success, so nothing sells photography like photographs. Window displays containing pictures of winter scenes, street scenes at night, indoor portraits, and table-top studies not only attract attention but create the desire to take similar pictures. The accessories which make the taking of



These illustrations show a selection of the informative booklets which are being offered as sales - promotion literature

Picture making at night—indoors and out



in a night like the demand for a nationally advertised patent medicine. It cannot be said that in first cost a cine camera and projector is cheap, but that the hobby is an expensive one is a misconception. It may be pointed out that the radio set in the average household to-day corresponds very favourably with the initial outlay required for cine apparatus, while the cine owner is likely to be much more of a film fan than the owner of a radio is a wireless enthusiast. Just as pictures are the surest way of selling still photography, so they are in the case of cine cameras and projectors. Consequently it is of prime importance that the dealer should be able to show pictures on the screen to his customers. In most cases it will be advisable to concentrate on the 8 mm. and 9 mm. sizes (the 16 mm. can be obtained if required), and to run a film library. If possible a fair-sized room should be set apart for this purpose, and from time to time prospective customers should be invited to witness demonstrations. It is a mistake to emphasise cost, but when the point is raised it is easy to show that amateur cinematography is, apart from initial outlay, and not necessarily then, scarcely more expensive than ordinary photography. How many snapshotters expose scores of films in the summer, have one print of each passable result, and then either give away the print or lose it? With a cine film the picture not only remains in possession of the owner but he and his friends get any amount of pleasure from it for years.

### Talking Photography

There is one further matter to be dealt with. It is essential that the photographic chemist should have a thorough practical knowledge of this branch of his business and also be fairly well acquainted with theory. Such knowledge has many advantages, both in the pharmacy and out of it, since to be able to talk convincingly on a subject is a good step towards being regarded as an authority. The importance of this is appreciated where the sale of drugs is concerned, but it is of equal importance in photography, and nowhere can it be put to greater advantage than when in touch with the amateur photographer—amateur as distinct from snapshotter. Such a large number of persons have of late passed from the lower to the higher grade that many amateur photographic societies are holding special classes for beginners, and it does not require much imagination to see that in this quarter there lie business possibilities. Further, some of the manufacturers supply lectures for demonstrations, and if a chemist can undertake to give a lecture from such literature, he will find that even if little direct business results he himself will have learnt much that will be useful to him.

### Dealers' Photographic Exhibition

A satisfactory entry has been received for the photographic exhibition which is being held by the Dublin Branch of the Photographic Dealers' Association at Mills Hall, Merriem Row, on November 20 and 21. The exhibition will be open from 11 a.m. to 10 p.m. each day, and at 7.30 p.m. on the first day the presentation of awards will take place. In Class A, for dealers and assistants, a challenge cup given by Gevaert, Ltd., together with a bronze medal, goes to the first prize-winner, with one guinea as the second prize. In Class B, confined to dealers' assistants, the first prize is a bronze medal and £3 3s., and the second prize one guinea. In Class C, open to dealers and assistants and in which the entire work on the picture must be done by the competitor, the P.D.A. challenge cup is offered, together with a bronze medal and a sum of £2 2s. The second prize is one guinea.



PREMIER AWARD, P.D.A.,  
DUBLIN BRANCH, PHOTO-  
GRAPHIC EXHIBITION

## Classifying Odours

A SUMMARY of existing knowledge regarding the sense of smell and the analysis of odours is given by E. C. Crocker in "Industrial and Engineering Chemistry" for October (p. 1225). It is pointed out that the sensitive zone for smelling is located just beneath and behind the eyes and is particularly inaccessible for experimentation. The sense of smell is many million times more sensitive than the sense of taste. The article is a plea for a better system of odour analysis. Probably the best existing arrangement is that of Zwaardemaker, already forty years old, which is given in a rearranged form below:—

1. *Ethereal or fruity* : characteristic in general of fruits, and due in most cases to the presence of various esters ; includes also beeswax and certain ethers, aldehydes, and ketones.
2. *Aromatic* :
  - (a) Camphoraceous: borneol, camphor, eucalyptol.
  - (b) Spicy: eugenol, ginger, pepper, cinnamon, cassia, mace.
  - (c) Anise-lavender: anethole, lavender, menthol, thymol, safrol, peppermint.
  - (d) Lemon-rose: geraniol, citral, linalyl acetate, sandalwood.
  - (e) Amygdalin: benzaldehyde, oil of bitter almonds, nitrobenzene, prussic acid, salicylaldehyde.
3. *Fragment or balsamic* :
  - (a) Floral: jasmine, ylang-ylang, orange blossoms, lilac, terpineol, lily of the valley.
  - (b) Lily: lily, tuberose, narcissus, hyacinth, orris, violet, ionone, mignonette.
  - (c) Balsamic: vanillin, piperonal, coumarin, balsams of Peru and Tolu.
4. *Ambrosial* : musk and amber. This odour is present in the flesh, blood, and excreta (referable to the bile) of certain animals.
5. *Alliaceous or garlic* : onion, garlic, and many compounds of sulphur, selenium, tellurium, and arsenic:
  - (a) Alliaceous: hydrides of sulphur, selenium, and tellurium, mercaptans, organic sulphides, thioacetone, asafetida.
  - (b) Cacodyl-fish odours: hydrides of phosphorus and arsenic, cacodyl compounds, trimethylamine.
  - (c) Bromine odours: bromine, chlorine, quinine.
6. *Empyreumatic or burnt* : as in tar, baked bread, roasted coffee, tobacco, benzene, naphthalene, phenol, and products of the dry distillation of wood.
7. *Hircine* or goat: due in the case of this animal to the caproic and caprylic esters contained in the sweat, and typified also by perspiration and cheese.
8. *Repulsive* : such as are given off by many of the narcotic plants and by acanthus.
9. *Nauseating or fetid* : such as are given off by products of putrefaction (fæces, etc.), and by certain plants.

## Potassium Iodide in Thallium Administration

THE disturbance of mineral metabolism following the administration of thallium salts is reduced by the subcutaneous injection of potassium iodide. This appears from experiments by O. V. Hykes and F. A. Diakov, of the Brno Veterinary College, Czechoslovakia ("Nature," October 26, p. 685). Rats receiving 3 to 6 milligrams of thallium acetate daily per kilogram weight started to lose hair in twelve to sixteen days. All the surviving animals had lost most of their hair at the end of the experiment (thirty-five days), some being entirely bald. Control animals receiving the same dose *per os* of thallium acetate, with 0.75 c.c. of potassium iodide solution (2 per cent.) administered subcutaneously, retained their coating completely and the mortality was smaller.



# Trade Notes

**ASPIRIN BONUS.**—Howards & Sons, Ltd., Ilford, London, have announced that the special bonus on Howards' aspirin tablets is to be withdrawn after November 30. It is requested that orders should be sent to wholesalers before then; it may be noted that show material is supplied free with all orders.



**ASMOLIN.**—D. Mawdsley & Co., 4-6 Riga Street, Shudehill, Manchester, 4, have issued a new proprietary entitled Asmolin, which, as the name suggests, is intended for treatment of asthma and chest ailments. There is a bonus offer of one large size package with every order for half a dozen small size.

**REMOVAL.**—Evan Williams Co., Ltd., announce their removal on November 23 to a new modern factory at Perivale, Middlesex. This has been newly

built and equipped in order to provide for the rapid growth of the business. Telephone No.: Perivale 4204.

**SEASONABLE GIFTS.**—William Hay, Ltd., manufacturing chemists, Hull, have issued an eight-page brochure drawing attention to their perfume sets, which, they state, are especially acceptable at the Christmas season. In addition to packings of perfumery, combination outfits including perfume, smelling salts, nail varnish, face powder, etc., are also available. Particulars and prices are obtainable on application.

**CALSIOD.**—Menley & James, Ltd., 64 Hatton Garden, London, E.C.1, have issued calcium ortho-iodoxybenzoate under the trade name of Calsioid, for the treatment of arthritis and rheumatoid conditions generally. Calsioid is issued in bottles containing thirty  $\frac{1}{2}$ -gram tablets. Literature presenting reports as to its clinical efficiency is obtainable on application.

**IODINE SOAP.**—J. W. Simpson (Chemist), Ltd., Aldwych House, London, W.C.2, announce elsewhere in this issue the inauguration of a £26,000 advertising campaign by means of a full page in the "Daily Mail" on December 7 in favour of Simpson Brand Iodine Soap. This product is packed in display boxes of three tablets and supplies may be ordered through the usual wholesalers. It is stated that Simpson Iodine Soap presents pure iodine in a bland emollient and superfatted base which, in addition to its exceptional detergent properties, is of special value in certain skin disease, eruptions, etc.

**SCOTT'S HALIVITE.**—Scott & Bowne, Ltd., 10 Stonecutter Street, London, E.C.4, have issued an attractive cut-out in three colours to promote the sale of Halivite Liver Oil in pill and liquid form. A new self-dropper bottle has been issued in order to facilitate administration. When made ready for display, the showcard measures approximately 12 in. across by 12 in. deep. Supplies are obtainable on application.



**MOVIES.** 13 Wellington Street, Glasgow, direct attention in this issue to a novel type of advertising sign which is a continuous succession of blending colours. Further particulars are obtainable on request.

**METAL SMALLWARES.**—L. Elboz & Son, "Rayon D'Or" Works, 94 Ferndene Road, London, S.E.24, direct attention to the metal smallwares manufactured by them. These articles include lysol measure caps, vaporisers, iodine pencil cases, etc. A full list is given in our advertisement pages.

**SURGICAL RUBBER GLOVES.**—Herbert Fromm, Aldwych House, London, W.C.2, has introduced a new rubber glove which is manufactured according to a special process so that properly stocked they may be retained in their original condition for a long period. An additional advantage offered by these gloves is the mottled grip which has definite non-slip properties. It is claimed that this feature contributes to greater speed, efficiency and accuracy in handling surgical instruments, and on this account the gloves have been favourably received by surgeons. Further details are given elsewhere in this issue.



**IODINE BODY BELT.**—Yet another iodine product has been issued in the form of the Imperial Iodine Body Belt. This appliance is manufactured by The Iodine Products Manufacturing Co., 54 Windsor Road, London, E.10, and it is offered as a safeguard against influenza, rheumatism and other ailments. The belt is made from pure wool and impregnated with iodine. Further particulars are given elsewhere in this issue.

## Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1935, p. 323.

(From "The Trade Marks Journal," November 6, 1935.)

"SPHERE" on picture of Atlas supporting globe ("Sphere" disclaimed); for medicated sweetmeats (3). By E. Jackson & Co., Ltd., 28a and 29 High Street, Crediton, Devonshire. 562,892.

"FAM-LAX" ; for laxative medicine (3). By Roberts Croupline, Ltd., 35 Deane Road, Bolton, Lancs. B562,508.

"ARTOLAN" ; for medicated preparations for treatment of arteriosclerosis (3). By E. Sanders-Dolgoruki, 14 Wetherby Gardens, London, S.W.5. 563,191.

"FYNNON SALT" on label design incorporating words "Nature's Salt of the Earth," etc.; for medicinal salts (3). By The Fynnon Salt Co., "West Wyn," Westry Lane, Warrington. B561,035.

"FRUGEOLINES" ; for medicinal chemicals (3). By Société Pointet & Cie., 5 Place des Ternes, Paris, France. 562,854.

"INVICTA" ; for medical and surgical bandages (11). By Groult & Co., Ltd., St. Nicholas Road, Gt. Yarmouth. 562,328. (Associated.)

"NANTYGEN" ; for surgical instruments, etc. (11). By Bayer Products, Ltd., 31 to 34 Basinghall Street, London, E.C.2. 563,541.

"STERICREPE" ; for crepe bandages (11). By L. M. Heller, Sentinel House, Southampton Row, London, W.C.1. 563,493.

"SURPLICO" ; for surgical instruments, etc. (11). By E. T. Rich, The Surgical Appliance Co., Manor Road, Twickenham. 563,355.

"LUCKSTONE RUBINT" ; for liquid rouge (48). By the Luckstone Co., Ltd., 1 High Street, Marylebone, London, W.1. B553,630.

"LES CHARMILLES" ; "CHASSE CROISE" ; for perfumery, etc. (48). By Parfumerie Houbigant, S.A., 19 rue du Faubourg St-Honoré, Paris. 561,076/563,492.

"DANDREX" ; for preparations for eradicating dandruff (48). By R. G. Blackie, 55 to 58 Pall Mall, London, S.W.1. 562,488.



## Births

Notices for insertion in this column must be properly authenticated

PLATT.—On November 9, Doris, wife of George Thornley Platt, M.P.S., 54 Princes Avenue, Eastham, Cheshire, of a son.

## Marriages

COPELAND—BARRETT.—At St. Stephen's Church, Bush Hill Park, Winchmore Hill, London, N., on October 26, by the Rev. J. Forbes, M.A., Reginald Victor Copeland, M.P.S., Petts Wood, Kent, son of Mr. W. J. Copeland, Bury St. Edmunds, to Ivy Florence, daughter of Mr. F. R. Barrett, Shooters Hill Road, Blackheath, S.E.

## Deaths

ASPINALL.—On November 10, suddenly, the wife of Mr. Wm. Aspinall, chemist and druggist, Ashton-in-Makerfield, aged seventy-eight.

BROWN.—In London, on November 18, Mr. John Macdonald Brown, M.D., F.R.C.S., J.P., formerly of 64 Upper Berkeley Street, W.1, and Leamington Spa, aged seventy-eight. Dr. Brown was a son of the late Bailie William Brown, Ph.C., Dunfermline, and served an apprenticeship to him, passing the Minor examination of the Pharmaceutical Society when only sixteen years old. A few years later he commenced the study of medicine at Edinburgh University, where he graduated in 1880. He afterwards became a Fellow of the Royal Colleges of Surgeons in London and Edinburgh, and took his M.D. Edin. with honours. Dr. Brown lectured on and examined in anatomy at various universities, and held numerous hospital appointments. He also kept in touch with pharmacy. In 1911 he delivered the inaugural address at the sessional opening of the Pharmaceutical Society's School of Pharmacy—an address well furnished with wit and wisdom. Dr. Brown was an honorary member of the Western (London) Pharmacists' Association.

KIRK.—At Moorfield, High West Jesmond, Newcastle-upon-Tyne, on November 17, suddenly, Mr. William Kirk, retired chemist and druggist, for forty-eight years in business at Redheugh Bridge Road, Gateshead, aged seventy-nine. Mr. Kirk leaves a wife, two sons and two daughters.

LOCKYER.—Recently, Mr. Joseph Ernest Lockyer, chemist and druggist (J. E. Lockyer, Ltd., chemists, 244 Evelyn Street, Deptford, London, S.E.8). Mr. Lockyer, who qualified in 1883, was president of the South-East London Chemists' Association, of which he was a founder, from 1928 to 1930, and was the first chairman of the South-East London Branch of the Photographic Dealers' Association. Mr. E. Oswald Wells, secretary of the South-Eastern Association, writes:—

Quiet and unassuming, with a keen appreciation of the pros and cons of any matter under discussion, Mr. Lockyer served his Association with marked ability during his term of office. His genial personality and his lively interest in men about him endeared him to the members and to those who worked in office with him. He believed firmly in the worth of meetings as a means of removing doubts and difficulties. Mr. Lockyer was a frequent visitor at the meetings of the British Pharmaceutical Conference. His passing makes the first break in the South-Eastern circle of past-presidents. We mourn our loss but cherish memories of one who in his day has done much for pharmacy.

O'DONNELL.—At 34 Lower Leeson Street, Dublin, on November 16, Mr. Edward James O'Donnell, M.P.S.I. Mr. O'Donnell qualified in 1890.

ORCHARD.—At "Bournville," Highbridge, on November 11, Matilda Albina, the beloved wife of Mr. Fred Orchard, chemist and druggist.

PRICHARD.—At his residence, Oakleigh, Abertillery, on November 15, Mr. Thomas Henry Prichard, chemist and druggist, aged sixty-eight. Mr. Prichard commenced business at Abertillery in 1892, and in the course of time opened several branches in the town and district. In 1925 a limited com-

pany was formed, with Mr. Prichard at its head, to continue and develop the business; his son, Mr. H. E. Prichard, chemist and druggist, has since been associated with him as a director. Mr. T. H. Prichard was a prominent figure in local affairs: he was a member of the Monmouthshire County Council, the Abertillery Urban District Council and the Insurance Committee for the county, and was an active worker in the Baptist Church. He leaves a widow, four sons and a daughter.

RYAN.—At the Medical Hall, Mountrath, Leix, on November 15, Constance Mary, only daughter of Mr. Patrick Ryan, M.P.S.I., and Mrs. Ryan.

SULLIVAN.—At Brookfield, Upper Park, Loughton, on November 13, Mr. William Sullivan (Armour & Co., Ltd., St. Martin's-le-Grand, London, E.C.1), aged fifty-five.

## Personalities

MR. PHILIP F. ROWSELL, J.P., member of the Pharmaceutical Society's Council, has been re-elected deputy chairman of the Governors of the Royal Albert Memorial Museum and Library, Exeter.

MR. G. P. C. VALLANCE, fourth son of Mr. A. C. Vallance, Ph.C. (A. C. Vallance, Ltd., Nottingham), has been elected president of the Wholesale Photo Finishers' Association, of which body he has been a member of the executive since it was founded in 1929.

MR. HORATIO C. GOODALL, M.P.S., Oxford, P.M. 3961, was appointed Senior Grand Deacon at a meeting of the Provincial Grand Lodge of Oxfordshire on November 18. He has also recently been installed as Worshipful Master of the Alfred Mark Lodge, No. 247.

## Business Changes

MR. AIMÉ JOAILLET, chemist and druggist, has purchased the business of Aspinall & Co., 50 Bolton Road, Ashton-in-Makerfield, Lancs.

MR. W. H. MACKERNES, chemist and druggist, has purchased the pharmacy at 17 Stratford Road, Wolverton, Bucks, of Mr. Alfred W. Leeming, chemist and druggist (retired).

MR. CLAUDE DUDLEY has been elected to the board of Dudley & Co., Ltd., 451 Holloway Road, London, N.7. For many years he has managed the shopfitting and showcard branch of the company.

## Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

### Tuesday, November 26

Thames Valley District Pharmacists' Association and Branches, Radnor Restaurant, Fife Road, Kingston-on-Thames, at 8.45 p.m. Mr. A. J. Fairlee on "Pharmacy Lore." Illustrated.

### Wednesday, November 27

Pharmaceutical Society of Great Britain, North British Branch, 36 York Place, Edinburgh, at 8 p.m. Presentation of diplomas. Inaugural sessional address on "Artificial and Natural Regulation of Body Function" by Mr. Ivan de Burgh Daly, M.A., M.D., B.Ch. (Professor of Physiology in the University of Edinburgh).

Pharmaceutical Society of Great Britain, Liverpool Branch, George Henry Lee's Restaurant. Ladies' Conference committee's whist drive. Tickets 2s. 6d. each.

South-West London Chemists' Association and Branches, Express Hall, Clapham Junction. Dance, 7.30 p.m. to 12. Tickets 3s. each.

Pharmaceutical Society of Great Britain, West London Branch, Stewart's Restaurant, 50 Old Bond Street, W.1, at 8.30 p.m. Address by Mr. H. N. Linstead on "The Advertising of Patent Medicines" (preceded by a light supper).

Manchester University Pharmacy Students' Association, Grand Hotel, Aytoun Street, Piccadilly, 8 p.m. to 1 a.m. Reunion dinner-dance. Presentation to Mr. J. Grier. Tickets 5s. each, from E. Barker, 318 Stockport Road, Levenshulme, Manchester.

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**INFORMATION WANTED**

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

R/191. Cooper's irradiated malt	M/310. Lornol tablets
R/411. Durasoft I.R. sponges	C/191. Solusan
O/181. Jean Hamilton beauty products	S/191. Spencer's Germozyl ointment



# THE CHEMIST AND DRUGGIST

VOL. CXXIII.

November 23, 1935

NO. 2911

## Photography—When Winter Comes

THE custom with amateur photographers generally, so soon as the dark days of winter approached, has been to put aside their cameras until the turn of the year, when they could again indulge in a favourite pursuit. The exceptions were, of course, those to whom lantern slides and enlargements appealed; and who might be said to be specially interested in the artistic side of photography. During recent years, however, thanks to research in relation to lighting, emulsion speeds and so on, there is no reason why every amateur photographer should not use his camera throughout the entire year. The increased trade which is accruing, and will continue to do so, is justification in full of the painstaking research over a long period of years. Not only are manufacturers to benefit, but the photographic chemist is bound to come in for his fair share of this new business, provided he is wise enough to cater for it. Elsewhere in this issue we publish an informative article entitled "Winter-time Photography," with a series of extremely interesting photographs as a practical demonstration of what can be done during the winter months. These photographs are not in themselves mere illustrations of an article, but each picture has been selected, and an explanation given so that a chemist who has a mind to do so can guide prospective photographers towards subjects which will provide satisfaction, not only to the photographer himself, but to the dealer who supplies the necessary accessories. The question of lighting is one which has now happily been solved. Lighting apparatus is available for the amateur which eliminates all question of smoke from the flash or danger of fire, and the taking of a picture by flashlight at home is now rendered as safe as a daylight picture in the height of summer. Speeds of sensitised materials have been increased out of all recognition. It is needless to state that until a few years ago photographic plates were useless after a certain time of day, owing to the fact that they could not be acted upon by the predominating red rays at eventide. At the present time, however, panchromatic plates are available which enable photographs to be taken when the red rays of the sun are almost as dominant as the violet rays at the other end of the spectrum. This is all to the good, and it will well repay the photographic chemist to point out this fact to his customers, and encourage them to continue their hobby during the winter season. This is the time for photography to regain its place as one of the premier hobbies, a position from which it was in danger of being ousted by a certain phase of wireless reception, but nowadays the amateur wireless constructor is at a discount, for it is almost impossible for him to achieve the results obtainable by the manufacturing firms, even on the question of cost alone. Another recent development of winter photography, and one which is destined to occupy a more and more important place, is cine photography. The cost of cine photography has rapidly declined, and it is fast approaching a level at which it will attract crowds of enthusiastic adherents. It is for the chemist to see that in this branch of photography he

is not left behind. The cinematograph film as a record of family life is bound to have an especial appeal to parents, and having once sold the projector and camera, it should be a comparatively easy matter to retain the purchaser as a customer, not only for cine films, but other products. During the winter months children's parties may be said to be "in season," and nothing is likely to entertain the young visitors more than a series of "moving pictures" with their acquaintances as the predominant actors. There is, however, another side to the question. It is possible to obtain sub-standard cine films on hire for use at such functions, or at the home, and chemists may well consider the possibilities of a cine film library. In certain towns and districts there is little doubt that such a department would very soon pay for itself, not only financially, but in the goodwill which is essential for successful trading.

## October Trade Returns

FOLLOWING on the gradual expansion of our international trade during the first nine months of the year the returns for October given in the Accounts of Trade and Navigation of the United Kingdom make very satisfactory reading; our imports, and particularly our exports, of all classes of merchandise show a further increase. Our inwards and outwards trade in products of the Chemicals, etc., group is also forging ahead, the total exports being nearly double the value of our imports. The imports of general merchandise in October were exceptionally high, being over £9,000,000 in advance of any other month of this year and nearly £5,000,000 over the landings of October, 1934. The steady increase in the value of our imports may seem surprising in view of the operation of a general import tariff, but the scanty details given in the Accounts indicate that a substantial percentage of the goods landed are raw materials unobtainable from home sources. With a general increase in the production of manufactured goods in this country an increase in our requirements of such basic materials is to be expected. Our general export trade (including re-exports) continues to thrive, the October figures being the best of the year, with an increase of nearly £6,000,000 on the preceding month and over £3,000,000 on the returns for October, 1934. For the ten months of this year our total exports have increased by no less than £52,795,000 compared with the same period of 1933, and our total imports for the like periods have increased by £63,191,000. The debit trade balance has increased from roughly £205,115,000 in January-October, 1933, to £215,500,000 in the first ten months of 1935.

All Classes of Merchandise	Imports	U.K. Goods Exports	Total Exports, including Re-exports
	£	£	£
October, 1935 ... ..	73,382,699	39,864,711	44,597,127
" 1934 ... ..	68,762,347	36,748,545	40,749,213
" 1933 ... ..	61,765,614	34,130,986	38,702,041
January-October, 1935 ...	612,409,569	351,643,053	396,898,480
" " 1934 ... ..	605,290,407	325,755,519	369,428,014
" " 1933 ... ..	549,218,357	302,527,210	344,103,737

The trend of the returns in the "Chemicals, Drugs, Dyes and Colours" group is very similar to that of general merchandise; there is a substantial increase in both exports and imports, but the trade balance is on the credit side and amounts to approximately £7,532,000 for



the ten months of this year. Only in the case of re-exports of these products is there a decline, the figures for January–October this year being £473,000, against £1,089,000 for the same period of 1933. These figures are a sound argument for the provision by Customs of better facilities for re-packing goods in bond. The value of imported chemicals liable to key industry duty, for the nine months ended September 30, 1935, was £654,969, compared with £782,401 in the same period of 1934, and £599,271 in 1933. Imports of optical glass and instruments increased by about £61,000 to £326,500 during January–September, 1935, compared with the 1934 figures.

Chemicals, Drugs, Dyes and Colours	October			January–October		
	1933	1934	1935	1933	1934	1935
Imports ... ..	£'000 958	£'000 1,056	£'000 1,366	£'000 8,049	£'000 9,495	£'000 9,790
Exports, U.K. mcts.	1,661	1,798	1,997	15,291	16,273	16,849
Re-exports ... ..	48	52	46	1,089	734	473

Our total imports from the Empire for the nine months ended September 30 were: 1935, £206,960,000; 1934, £200,350,000; 1933, £181,720,000; and our exports, including re-exports, for the same periods were valued at £155,770,000, £141,500,000 and £125,780,000, respectively, giving a debit trade balance against us of approximately £51,000,000 for the nine months of 1935, £59,000,000 for 1934 and £56,000,000 for 1933. We trust these figures will receive consideration when the Ottawa Agreements come up for discussion.

### Our Trade with Italy

It is not our purpose to discuss the political position out of which has emerged the embargo on our trade, inwards and outwards, with Italy, known as "Sanctions," which came into operation on November 18. So far as our trade is concerned it has meant a temporary break in many commercial connections, which have been mutually profitable and almost invariably harmonious for some generations past. We can only hope that this stoppage of Anglo-Italian trade will be of short duration. As to its effect on our particular markets, the leading commodities such as lemon and bergamot oils have already appreciated in value and the stocks now in this country are being held for full prices. Although of secondary importance, mandarin oil is also much dearer and it is reported that supplies available here are by no means heavy. Should the supplies of bergamot run short or the quotation reach unduly high figures, there will doubtless be introduced on the market a plentiful supply of substitutes of a more or less satisfactory nature. Due to the severe competition of the French Guinea oil, the position of sweet orange oil is not affected; the Sicilian product has long since ceased to be a serious factor in the market. In the crude drugs markets, such items as Florentine orris root have jumped to very high figures and squill is quoted at famine prices. Although there is an alternative source, it is not likely that the closure of the Italian market for mercury will bring any relief to the recent substantial increases in prices for the metal; it may well tend to send values still higher. Of the chemical products, the position of citric acid might have been very acute, but now that citrate of lime is no longer the monopoly raw material, price for the acid may not be very much affected, if at all.

## Parliamentary Election

THE results of the Parliamentary election are now virtually complete, and among the successful candidates the following are of interest to the trade. The initials in parentheses are used for the same designations as in our issue of November 2.

Dr. E. L. Burgin (Nat. L.) retained his seat at Luton by a majority of 13,628.

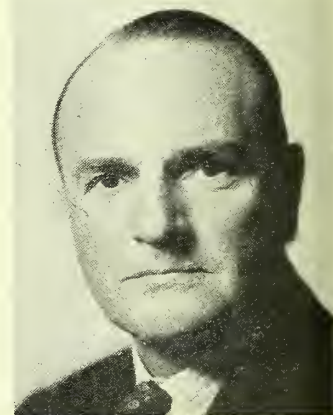
Sir William Edge (Nat. L.) was again returned for the Eosworth division of Leicestershire, with a majority of 7,153.

Mr. G. Gledhill (U.) was re-elected as member for Halifax, securing a majority of 2,632 in a three-cornered fight.

Sir Ernest Graham-Little, M.D., was re-elected (Ind.) for the University of London.

Mr. J. Stanley Holmes, F.C.A. (Nat. L.), was successful at Harwich, where he defeated his opponent by 12,546 votes.

Mr. Holmes is chairman of the following companies connected with the drug trade:—Cicfa Co., Ltd., Dinneford & Co., Ltd., Holloway's Pills, Ltd., Iron Jelloid Co., Ltd., Irving's Yeast Vite, Ltd., Yeast Vite (Canada), Ltd., Yeast Vite, Ltd., Yeast Vite (U.S.A.), Inc., Nicocin, Ltd., Products (Beecham), Ltd., and Lintox, Ltd.; managing director of Beecham's Pills, Ltd.; and a director of A. F. Sherley & Co., Ltd., Beecham's Pills (Canada), Ltd., Beecham's Pills, Inc., Dr. Cassell Medicine Co., Ltd., English Manufacturing Chemists, Ltd., Genatosan, Ltd., Natural Chemicals, Inc., Natural Chemicals Co., Ltd., Phensic, Ltd., Prichard & Constance (Manufacturing), Ltd., and Veno Drug Co., Canada, Ltd.



MR. J. STANLEY HOLMES.

Captain Austin U. M. Hudson (U.) retained his seat in Hackney North by a majority of 1,080.

Sir Henry Jackson (U.) was again returned for Wandsworth Central, winning by 4,323 votes.

Mr. W. W. Wakefield, M.A., M.P.S., who successfully contested the Swindon Division as a National candidate, was educated at The Craig Preparatory School, Windermere, Sedburgh School, Yorks, and Pembroke College, Cambridge. He served with the Royal Naval Air Service and Royal Air Force in France and with the Grand Fleet, 1917–18. His early business training was gained with Boots, Ltd. Mr. Wakefield is perhaps best known to the general public as the England Rugby captain, and he has a record of thirty-one caps. Mr. Wakefield, in addition to being connected with a number of companies, is a governor of the Middlesex Hospital and chairman of the unemployment and social services subcommittee of the Y.M.C.A.



MR. W. W. WAKEFIELD.

Among the rejected are Mr. W. Bennett, M.P.S., Mr. J. W. Todd, M.P.S., and Sir Wilfrid Sugden.



# Collective Advertising at Bradford

A MEETING of Bradford and District Branch of the National Pharmaceutical Union was held on November 12 under the chairmanship of Mr. A. Craven. The chief business of the evening was to consider whether the Branch should renew from the end of December a collective advertising scheme which it has been running during this year. Before this item of the agenda was reached, a discussion took place on the varying sizes of tablets, capsules and pills made by different manufacturers. (This matter had been the cause of considerable criticism at the previous meeting.) In reply to a letter from the Branch, inquiring whether the N.P.U. could do anything to influence a more uniform product by the manufacturers, Mr. G. A. Mallinson, secretary of the Union, replied that the matter had been discussed with the Wholesale Drug Trade Association, whose tablet manufacturers' section had undertaken, so far as possible, to bring about greater uniformity. The matter, however (Mr. Mallinson wrote), was not so simple as it might seem, because certain manufacturers had private methods of tablet-making which, in a movement as suggested, would have to be revealed to others, and it was hardly to be expected that they would be prepared to do that. The Branch had also asked whether the N.P.U. would approach the Pharmaceutical Society to see if anything could be done whereby chemists might adopt the principle of charging a dispensing fee for making up family recipes, etc. The secretary replied that a matter of that kind rested with chemists themselves. Mr. RICHARDSON said the most opportune time for standards of size to be laid down would obviously be when the British Pharmaceutical Codex was being revised, but nothing would be done at that time unless the way was prepared beforehand. THE CHAIRMAN: But how long is it going to be before the next B.P.C. revision?

## Collective Advertising

In regard to the collective advertising scheme, in which the Branch had been engaged during the year, THE CHAIRMAN said they were now approaching the end of the twelve months' trial period, and he fancied there might be some diverse opinions as to its value or otherwise. To his own mind, the chief difficulty of a scheme of this kind was that the fifty-six members participating were individually separate units applying the scheme as they thought fit. In a scheme by a big multiple firm the branches, however many, would carry out all links of the scheme uniformly, but among individual chemists some responded enthusiastically and some not so much so.

Mr. RICHARDSON inquired whether any members had heard comments by the public on the periodical collective advertisement appearing in the local daily Press, and stated frankly that his own experience was an entire lack of such comment. Several members present spoke similarly; others said some of their customers had spoken about the advertisement, and in some cases their most noticeable comment was to the effect that they noticed some neighbouring chemist was missing from the published list of participants.

Mr. J. W. THORPE said his own feeling had been in opposition to the scheme from the start, because he did not consider the capital available was anything like sufficient for an effective effort. He considered this effort was only half-done. The space they could take in the newspapers with the capital at their command was crowded with material in getting in the names of all the participants, and the public would not ferret through a closely printed list of chemists' names and addresses.

Mr. SULLIVAN said his feeling was that for quite a while the advertisements should have concentrated chiefly on a slogan or catch phrase, and the names and addresses of the chemists concerned could have been announced later, when public interest had had time to be aroused. He did not consider the N.P.U. metal signs as of very much value, but the same sign produced in neon lighting and displayed by every participant in a collective publicity scheme would be very attractive and impress its message strongly on the public mind. He considered the newspaper advertisement with a string of names and addresses was waste of space.

Mr. W. SUTCLIFFE said he was afraid the members had rather misunderstood the original objective of the scheme. The idea was to create a public mental impression of the private

chemist's shop as the place to go for a high-class personal-service attention in medicinal matters. It was an educational movement to direct public notice to the private chemist as against the multiple store, and was never really intended to bring an immediate traceable return to each individual till. Whether or not the scheme had achieved that general educational result it was practically impossible to say.

Mr. RICHARDSON felt that altogether too much play had been made on the letters "M.P.S." The word "Chemist" was what ought to be stressed, directing the public to the chemist for medicines not merely instead of to the multiple store, but instead of the grocer. The public spoke of going to a chemist; whoever heard of anybody saying they were going to the M.P.S.?

Mr. TAYLOR said his chief criticism was that the advertisements in the newspaper contained a great deal too much matter. They were not terse enough. The public to-day had to be "hit in the eye" with a message; they would not stop to read through any lengthy advertising. At the same time, he was not going to condemn the whole effort. A child had to creep before it ran, and he felt the year's effort had enabled them to feel their way and to realise faults; experienced advertisers knew that cash results "right off the reel" were by no means always to be expected. The grocer was one of their biggest competitors, and under the new Act in the new year the grocer would probably become a still greater competitor.

Mr. ARTHUR FAULL supported Mr. Taylor's plea for further trial. Much of the advertising matter had not been to his liking, but to maintain the scheme, even with altered methods, would keep the members together trying to do something of practical help for each other.

Mr. W. BROWN felt that if any scheme was to be continued the members should agree to a certain measure of disciplinary system so that they would all respond by window bills and other personal efforts to link up with the collective publicity.

Mr. RICHARDSON suggested that the whole of any newspaper space for quite a while ought to be a "Chemist for Medicines" message persistently drummed into the public mind.

On the motion of Mr. SULLIVAN, the meeting agreed that the existing scheme be dropped. On the suggestion of Mr. SUTCLIFFE, seconded by Mr. SULLIVAN, it was agreed that a meeting be called at an early date to consider whether the Branch should embark on any other collective advertising.

## "Chemists' Friends" and "Out of Friends" Schemes

The meeting proceeded to consideration of the "Chemists' Friends" and "Out of Friends" schemes as submitted to the branches from N.P.U. headquarters. Mr. CRAVEN read to the meeting the main features of both schemes. Several members regretted that medical foods were not at the moment in the schemes, because of the vast number of such foods being sold by grocers after having been introduced and pushed by chemists. It was suggested that any new foods put on the market ought to come under the schemes. Mr. W. SUTCLIFFE: Very fine efforts are being made at headquarters to help chemists, and anything we can do to help ought to be done. We may feel sure that Mr. Mallinson and his Executive would not have embarked on a project of this kind unless they were satisfied that it had a reasonable likelihood of real success. Mr. J. W. THORPE said he saw possibilities of great good, but also of great difficulty, in these schemes. Conditions were chaotic and, he feared, would be for a long time to come. THE CHAIRMAN said he felt the greatest difficulty would come from among the manufacturers, especially the big general advertisers who were out to get turnover and did not care how they got it. Until the chemists could prove that their demand for exclusive selling rights would not be detrimental to the extent of a shilling to the manufacturers, there would be difficulty. Mr. SUTCLIFFE: It all boils down to the question whether more channels of sale really mean more sales. When the public wanted the goods normally sold by the chemist they would go to some trouble to get them and would buy from few suppliers just as readily as from many. THE CHAIRMAN said the project might bristle with difficulties, but he could see no reason against supporting it. The meeting agreed unanimously that the project was worthy of every possible support.





## Winter-time

**T**HOUGH always possible in the past to the enthusiast willing to pursue his hobby in spite of its difficulties, winter-time photography is now becoming a popular pastime with an appeal little less widespread than that of snapshot photography in the days of sunshine and holidays. The cult of winter photography in the home is being fostered by national advertising campaigns and by a host of articles in the popular photographic magazines. The opportunity has been created for the progressive dealer to serve his own interests by carrying equipment for, and making himself familiar with the special technique of, winter photography.

The advance of this new phase of popular photography has not come from a single direction: it has been contributed to by the makers of photographic films, the makers of cameras and by the makers of lighting equipment. Research in the laboratories of photographic manufacturers has proceeded side by side with research in electrical laboratories, the two lines of progress working in with one another to produce a collective result which either alone might be long in achieving. A further factor is the popularisation of the anastigmat lens and the high-class shutter with speed settings giving long "snapshot" exposures ( $\frac{1}{10}$ th to 1 sec.): both are features which greatly extend the possibilities and add to the ease of photographic work in winter.

### Choice of Film

The cardinal point of winter photography is that, except under the most favourable conditions of outdoor lighting, one is working all the time on, or somewhere near, the verge of under-exposure. Hence an increase in lens aperture or in film speed that might be of little importance during the summer may at any time make the difference between success and failure in winter photography: that is to say, between a negative which is too thin to print at all and one which, with careful treatment, will give a perfectly presentable print.

This is the reason why the new types of roll films are of such significance in the field of winter photography. In the rather yellowish daylight of winter the modern high-speed panchromatic roll-film, of which the Kodak Super Sensitive Panchromatic and the Selo Hypersensitive Panchromatic films are the outstanding examples, may be regarded as at least three or four times as fast as the former standard type of moderately yellow-sensitive orthochromatic film. The high red-sensitiveness of these new varieties of films is seen, however, to still more marked advantage in the case of exposures by artificial light of any kind (with the possible exception of magnesium flashpowders): with ordinary half-watt bulbs, for example, these films require only about one-sixth of the exposure needed by the old type of film. Thus for many purposes of winter photography the use of roll films or film packs of this specified type is an essential which should be made clear to all customers showing an interest in the winter hobby.

One point which deserves reference in this connection is that panchromatic films do not all share this characteristic in the same degree. A number of panchromatic films of Continental origin are no more sensitive to red than to green, being intended



# Photography

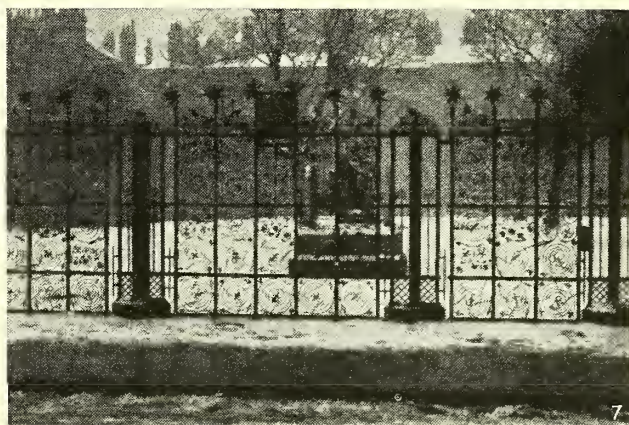
primarily for outdoor landscapes in summer. Such films are not of so notable an advantage in artificial-light winter photography as are the Kodak and Selo films before-mentioned, which are specially sensitised to give the greatest sensitiveness to those colours chiefly present in half-watt light. For this purpose red-sensitiveness is all-important wherever the lighting conditions resemble those encountered in theatres or ordinary dwelling houses: the question is then mainly that of getting sufficient exposure, and one is not likely to be highly critical if the flesh tones come out a little too light, following the use of a film specially sensitive to red. For use in a studio where very high light intensities are obtainable and for subjects in which correct colour rendering is vital, a bluish light-filter will give the necessary correction: but for all other cases films of very high red-sensitiveness are of the greatest value, especially in home, theatre or outdoor photography by electric light.

## Lighting

However, the choice of film is only half of the story. Without the special forms of lighting equipment which have recently been made available to the amateur interested in at-home photography at night the simplicity and the satisfaction which are making this branch of photography such a popular one would not have come about. In two distinct directions the manufacturers of electrical lighting equipment have made vital contributions to this result: first in the introduction of lamps of the Photoflood type, and secondly the invention of safety flashbulbs of the Sashalite type.

Photoflood lamps are similar in appearance and design to the ordinary half-watt filament lamp, but are specially made for running with the filament at a much higher temperature than ordinary lamps reach. For this purpose the lamps are "over-run," i.e., run at a voltage exceeding that at which the normal burning life of about 1,000 hours is obtained. Of course, a very much shorter life then results, the average being of the order of 20 hours: but, on the other hand, an emission of light many times that of an ordinary lamp of the same wattage, and of notably higher actinic quality, off-sets this sacrifice. The fact that these lamps can be connected to any domestic lighting circuit and have only the same current consumption as an ordinary high-power bulb, yet form a light-source of studio intensity, enables the amateur to convert his own dining or drawing room into a photographic studio merely by plugging one or two of these special lamps into light sockets or power points. In order to concentrate the light efficiently and permit its control, special reflecting holders, with table supports and stands, are available from the leading photographic firms supplying these lamps: and the supply of this sort of equipment should represent quite an important sideline of winter business to the chemist who encourages these interests amongst his photographic customers.

With a single Photoflood lamp in a reflector holder, set at a distance of 3 ft. or 4 ft. from a subject, and with a white cloth as a reflector to lighten the shadowed side of the face, portraits can be made at home with an ordinary folding camera, so long as the fastest type of panchromatic film is





used. For example, with a lens of aperture  $f/6.3$  an exposure of  $\frac{1}{2}$  sec. should be adequate under these conditions: and with two or three lamps available, and an anastigmat lens of fairly large aperture, snapshots by the fireside or at the dinner table become possible. Literature giving guidance for this type of work, with exposure recommendations for various arrangements of lightings, is freely available from the manufacturers. Whilst these over-run lamps give a whiter light than ordinary bulbs the proportion of red rays is still high enough to make the use of highly red-sensitive materials a great advantage, though not to quite as marked an extent as with normal half-watt illumination.

One precaution to be kept in mind in using these lamps is, obviously, that they should, so far as possible, be kept running only when actually required for the exposure: it is advantageous, for example, to use ordinary 60-watt lamps while arranging the subject and the lighting, and only plug in the over-run lamps at the last moment.

Cautious parents may at times be found to express doubts as to whether such intensely brilliant light-sources are suitable for use with babies or small children, too young to be warned not to gaze at the light and, in fact, liable to be fascinated into looking. Such inquirers may be reassured by suggesting that in any case it is an easy matter to avoid giving the child the opportunity. The parent need only take care to pose the child looking away from the lamp, switch on the special bulbs for a moment or two only and, if necessary, divert the child's attention away from the light by striking a gong at the critical moment. In this way even the youngest children may be made the subject of Photoflood pictures; and most delightful and intimate pictures, such as are possible under no other conditions, can certainly be made of these family subjects by this means.

The second new type of lamp, of which the Sashalite and the Photoflux are examples, is the modern substitute for flashlight by means of explosive powders. Like the latter, each lamp gives only a single, momentary flash. The lamps comprise a totally enclosed flashbulb in which magnesium or aluminium is burnt in oxygen under low pressure. The secret of these bulbs

lies in the use of the metal in the form of extraordinarily thin foil, a condition in which it becomes far more highly susceptible to ignition. It can be ignited instantly and infallibly by means of a small fusible button, which melts under the action of a small torch battery: and this is, in fact, the normal means of ignition, the fusible button being incorporated within the body of the bulb. More remarkable, however, is the fact that the firing of one bulb will instantly set off a second bulb lying almost in contact, without any actual communication between the two, presumably by the release of some sort of emanation to which the bulb is highly sensitive. This peculiar fact is made use of, in the case of reflectors made to hold a group of two, three or four flashbulbs, all the bulbs being fired simultaneously by means of an electric contact applied

to the central bulb only. These reflector holders, as well as the simpler models taking a single bulb only, consist of a curved metal reflector for use in the hand, fitted with a hollow wooden handle serving as container for a torch battery. Many models also provide a small pilot torch bulb at the back which, glowing when the firing trigger is pressed, indicates that the contacts within the lamp are properly made and ready for the firing of the bulb.

A single bulb is ample for the close-up sort of picture that the amateur usually wants to take in the home; and, in fact, a specially small and cheap model of these bulbs is made for these amateur purposes: it is only in the case of more ambitious subjects, and particularly the difficult subjects encountered in Press or commercial photography, that the multiple use of bulbs is necessary.

A little-known characteristic of these bulbs forms another interesting feature. Whereas magnesium powder gives a light rich in blue and violet rays, these flashbulbs produce light very closely similar in quality to Photoflood lamps, with the same notable richness in red rays. For this reason the use of highly red-sensitive panchromatic films is just as important with flashbulbs as with the other type of bulbs. It is doubtless this fact which explains the contradictory reports as to the efficiency of these lamps and the sort of lens aperture which it is necessary to use with them. Given that these specified films are used, flashlight pictures in the home are possible without difficulty even with the modest lens apertures provided on inexpensive film cameras.



The disadvantage of these flashbulbs is, of course, that at the rate of one bulb per exposure one cannot afford a great number of experimental exposures. On the other hand, these bulbs can be used anywhere and everywhere, whether electric points are available or not, and without regard to the environment: they can be used, for example, in a coal mine where other light sources would be prohibited, or outdoors in a storm of rain which would prevent flashlight exposures. Or again, owing to the fact that the flash does not exceed one-twentieth of a second, these flashbulbs are particularly suitable and convenient for pictures of babies and small children, whose quick and ceaseless movements are liable to defeat the photographer unless real snapshot exposures can be given. With the camera shutter at a bulb or time setting and the room under normal artificial lighting the photographer must await the desired opportunity when the child adopts a pleasing pose: then with a rapid sequence of movements—opening the shutter, firing the bulb and closing the shutter—the snapshot is taken. Automatic synchronising devices are available, which ensure that the shutter release coincides with the peak of the flash: but this is more a matter of specialist's equipment than apparatus for the photographic chemist to stock.

#### Notes on the Illustrations

1. Woodland pictures, showing summertime resorts under unfamiliar guise, are perhaps easier to take than in summer.
2. A photoflood picture in the home, taken with snapshot exposure on very fast panchromatic film.





3. Dull winter afternoons still allow of pleasing pictures—but the subjects need more finding.
4. Winter landscapes in the absence of snow show the advantages of modern high-speed materials and wide aperture lenses in avoiding under-exposure.
5. Wet streets are an effective aid to picture making in winter and summer alike.
6. Floodlighting and modern street illuminations make night photography an interesting occupation—for warmer winter evenings. With modern equipment the exposures run to a few seconds only.
7. A fall of snow, making a background to the ironwork, gave

the long-awaited opportunity for this picture of artistic railings.

8. Winter humour—a joke of the winter floods.
9. Another snapshot in the home taken on a panchromatic film with the aid of a Photoflood lamp.
10. The snowy landscapes of winter give opportunities for delightful pictures with even the simplest equipment.
11. A village sign taken on a winter night by the beam of a motor-car headlight, with a few seconds' exposure.
12. The pavement artist—a subject which is only made possible in winter by modern fast films and small cameras with big lenses, owing to the combination of poor light and great depth of field.

## Fatty Oil Standards

AS briefly announced in THE CHEMIST AND DRUGGIST of October 16 (p. 581), five new British standard specifications for fatty oils have just been published by the British Standards Institution, dealing with coconut oil (628-1935), groundnut oil (629-1935), olive oil (630-1935), rape-seed oil (631-1935) and raw linseed oil (632-1935). These specifications carry very great weight, since the Chemical Divisional Council, under whose supervision they are prepared, consists of representatives of various Government departments and of a number of scientific societies, including the Institute of Chemistry, the Society of Public Analysts and the Pharmaceutical Society.

### Olive Oil

Olive oil is the member of the series of the greatest interest to pharmacists. In common with the others, this specification contains the unnecessary condition that the oil "shall be free from admixture with other oils or fats." No differentiation is made between virgin and refined olive oil, and no reference to the so-called fluorescence test is made, which is understandable. The following are the limit values of the characters of the oil:—

Specific gravity at 15.5°	...	...	0.915 to 0.918
Refractive index at 20°	...	...	1.4680 to 1.4710
Iodine value (Wijs)	...	...	79 to 88
Saponification value	...	...	not below 188
Unsaponifiable matter	...	...	not above 1.5 per cent.

The free acidity shall not exceed 1 per cent. as oleic acid, unless by agreement between buyer and seller. Methods of analysis are set out, and tests for the absence of arachis, sesame and cottonseed oils are given. The method for the determination of the unsaponifiable matter is that described by the Subcommittee on the Determination of Unsaponifiable Matter in Oils and Fats of the Society of Public Analysts (see "Analyst," 1933, 203-211). The examination of the unsaponifiable matter for its iodine value, which has been claimed to detect the presence of tea-seed oil, has not been included, which, considering the work done in America on the point, is not to be wondered at.

### Raw Linseed Oil

In the specification for raw linseed oil, considerable stress is laid on the colour of the oil. This shall not be darker than a sample agreed upon between the buyer and the seller, or it may conform to one of the two following standards as agreed between them:—(a) The colour when measured through a 1-inch cell shall not be deeper than a colour equivalent to a combination of 70 yellow units and 6 red units on the Lovibond colour scale. (b) The oil shall not be darker in colour than a freshly made solution of 0.08 gr. of iodine and 0.8 gr. of pure potassium iodide in 100 millimetres of water. The characters of the oil are to be within the following limits:—

Specific gravity at 15.5°	...	...	0.931 to 0.936
Refractive index at 20°	...	...	1.4800 to 1.4835
Iodine value (Wijs)	...	...	not below 175
Saponification value	...	...	not below 188
Acidity (unless otherwise agreed)	...	...	not above 2 per cent. as oleic acid
Unsaponifiable matter	...	...	not above 1.5 per cent.

The oil when tested in a prescribed manner shall become surface dry in not more than four days at a temperature of 50° to 70° F.

### Groundnut Oil

The specification for groundnut oil includes the "Evers" test, which is an excellent modification of previously well known methods for the determination of arachidic acid, and therefore for the determination of the purity of the oil, since a pure arachis oil will give results by this method equivalent to 96 per cent. or more. The characters of the oil are as follows:—

Specific gravity at 15.5°	...	...	0.917 to 0.919
Refractive index at 20°	...	...	1.4700 to 1.4720
Iodine value (Wijs)	...	...	85 to 90
Saponification value	...	...	not below 188
Unsaponifiable matter	...	...	not above 0.8 per cent.

The colour, when measured through a 1-inch cell, shall not be deeper than a colour equivalent to a combination of 25 yellow units and 2 red units on the Lovibond colour scale.

### Coconut Oil

Coconut oil shall not have a colour, when measured through a 1-inch cell, deeper than the colour combination of 5 yellow units and 1.2 red units on the Lovibond colour scale. The characters of the oil shall be as follows:—

Moisture	...	...	not more than 0.25 per cent.
Refractive index at 40°	...	...	1.4485 to 1.4492
Iodine value (Wijs)	...	...	7 to 9.5
Saponification value	...	...	not below 255
Free acids (as lauric acid)	...	...	not above 5 per cent.
Unsaponifiable matter	...	...	not above 0.8 per cent.

For reasons not stated no specific gravity limits are given for this oil, nor are any of the standard methods for determining the volatile fatty acids included.

### Rape-Seed Oil

Rape-seed oil is to have the following characters:—

Specific gravity at 15.5°	...	...	0.913 to 0.916
Refractive index at 20°	...	...	1.4720 to 1.4735
Iodine value (Wijs)	...	...	97 to 107
Saponification value	...	...	170 to 178
Acidity (unless otherwise agreed)	...	...	not above 2 per cent. (oleic)
Unsaponifiable matter	...	...	not above 1.5 per cent.
Viscosity (Redwood)	...	...	not below 390 at 70° F.
Flashpoint (Pensky-Martens)	...	...	not below 400° F.

### Sampling

There is also a standard specification for the sampling of fats and fatty oils (627-1935). Contracts made on the basis of any of these specifications will certainly safeguard the buyer; it remains to be seen whether sellers will consider them too onerous or too narrow.

A STABLE ACETYSALICYLATE.—In a recent issue of "Chemistry and Industry" Dr. Myer Coplans and Professor Arthur G. Green have shown that the addition of either calcium or magnesium chloride (3.9 per cent.) has a remarkable action in preventing the decomposition of calcium acetylsalicylate. Samples of the pure salt when kept at 37° C. for two weeks showed 33 per cent. of free salicylic acid, whereas preparations to which calcium chloride had been added, when kept under the same conditions for eight weeks, yielded only about 3 per cent. of free salicylic acid.

# Questions Asked by Amateur Photographers

*What film is most suitable for use in the Autumn?*

Undoubtedly a panchromatic. It is more sensitive than any other film to the autumn rays of light; it appreciably lengthens the photographic day, and as most photographs by amateurs are taken in the afternoon, it is ideal. A fast orthochromatic film comes next.

*I wish to photograph a winter sky and sunset, is a filter necessary?*

It is not so necessary to use a filter in winter as it is in summer, due to the difference in winter sunshine. Use panchromatic film, stop well down, and give a short time exposure.

*How can I take photographs at night of floodlit buildings and illuminated street signs?*

Panchromatic film is again the most suitable for this type of work, due to the quality of the emulsion and the non-halation backing. A tripod is a necessity, as it is not easy to hold a camera steady for longer than  $\frac{1}{25}$ th of a second. When taking street scenes, keep a small sheet of cardboard handy, to hold up in front of the lens, in case a brightly lighted tram or motor car with bright headlights should get in the way. If detail is required in the shadows, remember to give adequate exposure, it is always possible to correct this by over printing. When printing after-dark negatives, do so on velvet or matt surface paper.

*We are having a children's party to-night. How can I photograph the children?*

Photo flash bulbs would be the most suitable for this type of work. They are easy to use, quite safe, and as they are fired electrically from an ordinary pocket-lamp battery, the exact moment of exposure can be chosen when there are expressions of joy and happiness. The amount of light produced by the flash is always constant (about  $\frac{1}{64}$ th of a second) so no great calculations are necessary to arrive at the correct exposure. With the subject focused correctly, the only other adjustment necessary is to determine what lens aperture to use. This depends upon the distance of the bulb (in a reflector) from the subject, on the speed of the film used, and on the nature of the surroundings. Supposing that the surroundings are of medium density, the following table will serve as a guide:—

Distance	Speed of the film			
	350 H and D		600 H and D	
5 feet...	...	f24	...	f32
7½ " ...	...	f16	...	f22
10 " ...	...	f12	...	f16
15 " ...	...	f8	...	f11
20 " ...	...	f6.3	...	f8
25 " ...	...	f5	...	f6.3

It will be noticed that the shorter the distance, the smaller the lens aperture, which is very useful as it gives great depth of focus and also means that a quite cheap box camera may be used.

*What is chloro-bromide paper and how does it differ from ordinary bromide?*

Chloro-bromide is a slow speed bromide paper specially made for the production of prints of warm black to sepia or red colour by direct development. It may also be toned by any of the standard methods. By diluting the developer and varying the potassium bromide content of the developer, different tones are obtained. The paper is made in numerous surfaces and in several grades of contrast. The chief difference between chloro-bromide and ordinary bromide, is that ordinary bromide will not yield sepia or warm tone prints by direct development while chloro-bromide will.

*How are moonlight pictures taken?*

They are not taken by moonlight but are secured when the sun is shining. The best time for them is an hour or two after sunrise or before sunset, but only when there are some good

clouds about and when, by waiting a few minutes, the sun is obscured or partially so. If it is desired to make a study of this type of picture use colour sensitive plates or films and expose with small stop (f22 will be found useful) with an exposure of  $\frac{1}{15}$ th or  $\frac{1}{16}$ th of a second. Do not over-develop the negative. Special effects are best obtained by the use of suitable grades of bromide or gaslight papers.

*When taking animal studies at a zoo, how can one avoid the wire netting?*

This need not be considered. Hold the camera quite close to the wire, focus on the animal and make the exposure. If the wire is thin and of a small mesh it will be hardly noticeable. If, however, the wire is thick and of a wide mesh then it is a simple matter to place the camera so that the lens is in one of the "holes" of the netting.

*When tinting prints why is it that some papers will not take the colour, and also why is it so difficult to get a gradual thinning or fading away of the colour over any particular spot?*

The answer to the first part of the question is that some of the present-day papers have such hard emulsions that the prints must be soaked for at least an hour beforehand and with some it is even advisable to soak them in warm water. When the print has sufficiently soaked remove and place it face upwards on a piece of glass, then with a piece of clean blotting paper remove the surface water. The print is now in the best condition for tinting. Do not attempt to use the tint in the strength in which it is supplied, it is far too strong and must be diluted with water. Try one brushful of colour to six of water and when one application has been made blot it and do another and blot that in the same way. By repeating in this manner the colour on the print is gradually built up till the desired depth is reached and the required "thinning" around the spot obtained.

*Is there a quick method of getting sharp focus when enlarging?*

Yes. Make a "key" plate as follows: Take an unexposed plate or film and by means of a needle or old razor blade cut on it some very fine lines and curves. Expose to a bright light and develop and fix like an ordinary negative. When dry this negative can be placed in the enlarger and used for focusing. When the lines are clear and well defined on the screen remove the key negative and substitute the negative from which the enlargement is to be made.

*Spotting pinholes on negatives is not easy. Can you tell me any other way than by using a brush?*

There is another method which might be found easier, but it requires a very steady hand. Insert a needle into a thin stick of wood such as is used for small tinting brushes, and, on a stone wear the point down, holding the needle perfectly upright while so doing. Instead of a point, there is now a perfectly round flat end to the needle. Turn the bottle of spotting medium upside down, remove the cork and just touch the end of the needle on the wet end of the cork, then transfer the medium to the pinhole in your negative and you should find that the hole has been filled with a circular dot of medium.

*What is the test for hypo in prints? I believe the formula has permanganate included in it.*

The test you refer to is as follows: Make a fairly strong "stock" solution of potassium permanganate, take a few drops of this stock in a glass measure and add water to it till it is reduced to a pinkish colour, now remove one or two prints from the last washing water and allow a few drops from them to fall into the measure; if the pink colour disappears from the solution, hypo is still present and the prints require further washing.



# Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, November 21

THE RATHER QUIETER TONE reported last week continues in most markets, but business has been moving in fair volume and has been well spread over the markets. The general tone is quite steady and most of the alterations in values recorded this week have been to higher levels. The position, as regards supplies, of some of the natural products has become acute with high prices ruling. In the PHARMACEUTICAL CHEMICALS markets a steady routine business has been going on and, with a few old exceptions, values are steadier now than at any other period of this year. LITHIUM CARBONATE has advanced sharply. As anticipated, owing to continual advances in metal values, MERCURIALS are quoted dearer, but the increase is surprisingly small. IODIDES are firm and BROMIDES are now very steady, the Japanese material being much less in evidence and not quoted at such cut prices. CITRIC ACID is a firm market.

## Crude Drugs

A very fair inquiry continues for these products, not a little being for commodities of which supplies, spot and forward, are running very low or are already exhausted. AGAR is steady on spot with no shipment offers except new crop, which is quoted slightly easier for February-April. Due to lack of supplies Cape and Curaçao ALOES look like becoming nominal markets; anything available is at very firm rates. JAPANESE CAMPHOR is slightly cheaper forward. There has been a run on CASCARA SAGRADA; here again restricted supplies are the difficulty, and the shipment market is extremely firm. Madagascar CLOVES are fractionally dearer. In ERGOT some Russian has sold at full prices; Spanish and Portuguese nominal owing to lack of offers. The source has called a sharp advance in HYDRASTIS. LYCOPODIUM is dearer on spot again and very scarce. MENTHOL is steady and in fair demand, spot and near afloat. MERCURY has advanced once more and sales continue on a good scale. ORRIS ROOT is firmer with supplies, particularly of old crop, restricted. PIMENTO is still advancing on a firm market. A further advance is recorded in SAFFRON, and, due to crop failure, the position is very firm.

## Essential Oils

These products have met with a rather subdued demand, but the general tone continues very steady at the recent better values. All inquiries for shipment offers of ANISE (STAR) are still ignored by the source. BERGAMOT, with the other Sicilian oils, are nominal for shipment, the markets being temporarily closed by Sanctions; on spot values are being steadily maintained, while business has been modest. Interest in Java and Ceylon CITRONELLA is still small, with quotations at very low levels. Madagascar CLOVE is sharply dearer at the source on account of advance in raw material. Australian EUCALYPTUS is firm and the source indicates a strong position. Algerian GERANIUM shows a recovery in the shipment market. Nice business in Ho is reported. LAVENDER is neglected and tends rather easier forward. Shipment offers from the source of LEMONGRASS have dried up. West Indian LIME is a firm market. MANDARIN is dearer and in short supply on spot. Singapore PATCHOULI has sold well at increasing prices, and the spot market is now firm and in limited supply. Japanese PEPPERMINT continues quite steady with most business for spot and near afloat, and for these positions supplies are still restricted.

## Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	November 21	Value of the £
Amsterdam	Fl. to £	12 <sup>1</sup> / <sub>10</sub>	7 <sup>1</sup> / <sub>2</sub>	12 <sup>0</sup> / <sub>10</sub>
Berlin	Mks. to £	20 <sup>1</sup> / <sub>4</sub>	12 <sup>1</sup> / <sub>2</sub>	12 <sup>0</sup> / <sub>10</sub>
Brussels	Belgas to £	nominal	29 <sup>1</sup> / <sub>2</sub>	16 <sup>7</sup> / <sub>10</sub>
Copenhagen	Kr. to £	18 <sup>1</sup> / <sub>10</sub>	22 <sup>1</sup> / <sub>4</sub>	24 <sup>8</sup> / <sub>10</sub>
Lisbon	Esc. to £	110	100 <sup>1</sup> / <sub>2</sub>	19 <sup>1</sup> / <sub>10</sub>
Madrid	Ptas. to £	25 <sup>1</sup> / <sub>2</sub>	36 <sup>1</sup> / <sub>2</sub>	28 <sup>6</sup> / <sub>10</sub>
Milan	Lire to £	92 <sup>1</sup> / <sub>4</sub>	60 <sup>1</sup> / <sub>2</sub>	13 <sup>1</sup> / <sub>10</sub>
Montreal	Dol. to £	4 <sup>1</sup> / <sub>2</sub>	4 <sup>1</sup> / <sub>2</sub>	20 <sup>5</sup> / <sub>10</sub>
New York	Dol. to £	nominal	71 <sup>1</sup> / <sub>2</sub>	21 <sup>1</sup> / <sub>10</sub>
Oslo	Kr. to £	18 <sup>1</sup> / <sub>10</sub>	19 <sup>1</sup> / <sub>2</sub>	12 <sup>0</sup> / <sub>10</sub>
Paris	Fr. to £	124 <sup>1</sup> / <sub>2</sub>	74 <sup>1</sup> / <sub>2</sub>	21 <sup>1</sup> / <sub>10</sub>
Prague	Kr. to £	164 <sup>1</sup> / <sub>2</sub>	119	12 <sup>0</sup> / <sub>10</sub>
Stockholm	Kr. to £	18 <sup>1</sup> / <sub>10</sub>	19 <sup>1</sup> / <sub>2</sub>	21 <sup>1</sup> / <sub>10</sub>
Warsaw	Zloty to £	43 <sup>1</sup> / <sub>2</sub>	26 <sup>1</sup> / <sub>2</sub>	12 <sup>0</sup> / <sub>10</sub>
Zurich	Fr. to £	25 <sup>1</sup> / <sub>2</sub>	15 <sup>1</sup> / <sub>2</sub>	12 <sup>0</sup> / <sub>10</sub>

Bank rate 2 per cent.

## Pharmaceutical Chemicals, etc.

THE demand for the products of this market continues on a fair scale, and prices, except for a few imported products, are keeping steady. Citric acid is a firm market. Lithium carbonate has advanced sharply.

ACETANILIDE.—Quoted unchanged, market quiet: B.P. crystals and powder, 1s. 5<sup>1</sup>/<sub>2</sub>d. to 1s. 8d. per lb., as to quantity.

ASPIRIN (TABLETS).—The following are agreed wholesale prices of the British makers: Under 5,000, 3s. per 1,000; 5,000, 2s. 11d.; 10,000, 2s. 10d.; 25,000, 2s. 9d.; 50,000, 2s. 8d.; 75,000, 2s. 7d.; 100,000, 2s. 6d.; 250,000, 2s. 5d.; 500,000, 2s. 4d.; 1,000,000, 2s. 3d.; 2,000,000 and over, 2s. 2d. per thousand tablets. A rebate of 1d. per 1,000 is allowed on orders for 10 million tablets taken over a period of 12 months. For small quantities higher prices would be asked by wholesale distributors.

BARBITONE.—Spot values are keeping steady, limited demand; spot, one cwt., 15s. 3<sup>1</sup>/<sub>2</sub>d.; 56 lb., 15s. 8d.; smaller parcels, up to 16s. 2d. per lb.

BENZOIC ACID (B.P.).—Makers' prices steady, average business: quantities, ex works, 1s. 9<sup>1</sup>/<sub>2</sub>d.; spot parcels, 1s. 10d. to 2s. 3d. per lb., ex store, as to quantity.

BISMUTH SALTS.—Makers' scales of prices continue steady:—

	Net Monthly Account	Net 14 days (a)			
	Under 8 lbs.	8 lbs. and under 28 lbs.	28 lbs. and under 1 cwt.	Not less than 1 cwt.(b)	
	Per lb. s. d.	Per lb. s. d.	Per lb. s. d.	Per lb. s. d.	
Carbonate ... ..	8 6	7 3	6 9	6 6	
Citrate ... ..	11 8	10 5	9 11	9 8	
Nitrate Cryst. ... ..	6 7	5 4	4 10	4 7	
Oxide ... ..	12 8	11 5	10 11	10 8	
Salicylate ... ..	9 11	8 8	8 2	7 11	
Subchloride ... ..	12 5	11 2	10 8	10 5	
Subgallate ... ..	9 7	8 4	7 10	7 7	
Subnitrate ... ..	7 8	6 5	5 11	5 8	

(a) If sold on monthly account, 3d. per lb. extra charged. (b) A rebate of 3d. per lb. allowed on sales of not less than 2 cwt. (either for prompt delivery or on contract) provided delivery is completed or paid for within three months. Liquor bismuthi B.P., one w-qt., 1s. 1<sup>1</sup>/<sub>2</sub>d. per lb.; six w-qts., 11d.; 12 w-qts., 9<sup>1</sup>/<sub>2</sub>d.; 36 w-qts., 9d. per lb.

BUTYL CHLORAL HYDRATE.—Limited demand, quoted unchanged: spot, 14 lb., 8s.; 7 lb., 8s. 3d.; 1 lb., 8s. 6d. per lb., in 1-lb. bottles.

CAFFEINE.—Continental makers' agreed prices: pure alkaloid, two cwt., 7s. 10d.; one cwt., 8s.; 56 lb., 8s. 2d.; smaller quantities, 8s. 4d. per lb., delivered, 5-lb. tins free, smaller packing extra. Citrate, two cwt., 5s. 5<sup>1</sup>/<sub>2</sub>d.; one cwt., 5s. 6<sup>1</sup>/<sub>2</sub>d.; 56 lb., 5s. 7<sup>1</sup>/<sub>2</sub>d.; smaller quantities, 5s. 8<sup>1</sup>/<sub>2</sub>d.; per lb., delivered. British material: pure, 56 lb., 8s. 4d.; less, 8s. 6d. per lb. Citrate, 56 lb., 5s. 9d.; less, 6s. per lb.

CITRIC ACID (B.P. CRYSTALS).—Market continues firm: British material quoted at 1s. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices for imported material are competitive.

CREAM OF TARTAR.—Market steady, moderate inquiry: British material, 99 to 100 per cent., 79s. per cwt., less 2<sup>1</sup>/<sub>2</sub> per cent. discount. Dealers' prices for foreign material competitive.

HEXAMINE.—Makers' prices for bulk quantities are competitive: fair business: B.P. powder, from 1s. 3<sup>1</sup>/<sub>2</sub>d. to 1s. 4<sup>1</sup>/<sub>2</sub>d.; free-running crystals, from 1s. 7d. to 1s. 8<sup>1</sup>/<sub>2</sub>d. per lb., carriage paid, for bulk lots. Dealers quoting free-running crystals, two cwt., 1s. 7<sup>1</sup>/<sub>2</sub>d.; one cwt., 1s. 8d.; 14 lb., 1s. 10d.; smaller parcels, up to 2s. per lb., carriage paid.

IODIDES.—The demand for these salts continues brisk, and the scales of prices are very steady: potassium iodide, B.P., one cwt., 5s.; 28 lb., 5s. 2d.; 14 lb., 5s. 4d.; 7 lb., 5s. 8d.; 4 lb., 6s. 2d.; smaller quantities, 6s. 8d. per lb.

IRON QUININE CITRATE.—Makers' prices are as follows: not less than 100 oz.: 10<sup>1</sup>/<sub>2</sub>d., in 100-oz. tins; 10<sup>1</sup>/<sub>2</sub>d. in 25-oz. tins; 11d. in 16-oz. bottles; 11<sup>1</sup>/<sub>2</sub>d. in 4-oz. and 8-oz. bottles; 1s. 0<sup>1</sup>/<sub>2</sub>d. in 1 oz., bottles; less than 100 oz. lots, from 11d. to 1s. 4d. per oz., according to packing and quantity.



**LITHIUM CARBONATE.**—Makers' prices have been advanced, as follows: two cwt., 6s. 9d.; one cwt., 7s.; 56 lb., 7s. 2d.; 28 lb., 7s. 4d.; 14 lb., 7s. 6d. per lb.

**MERCURIALS.**—Makers notify an advance of twopence per lb., due to recent advances in the price of metal. The new scales are as follows:—

	Under 112 lb.	Not less than 112 lb.
Ammoniated lump, B.P. (white precip.) ...	Per lb. s. d. 5 0	Per lb. s. d. 4 11
Ammoniated powder, B.P. ...	5 2	5 1
Bichloride lump, B.P. (corros. sub.) ...	4 3	4 2
Bichloride powder, B.P. ...	3 11	3 10
Chloride, B.P. (calomel) ...	5 0	4 11
Red oxide cryst., B.P. (red precip.) ...	6 1	6 0
Red oxide levig., B.P. ...	5 7	5 6
Yellow oxide, B.P. ...	5 5	5 4
Persulphate white, B.P.C. ...	5 2	5 1
Sulphide black (hyd. sulph. cum. sulph. 50 per cent.) ...	5 1	5 0

Special prices for large quantities and for contracts.

**METHYL SALICYLATE.**—Seasonal business, market steady: spot, ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 7d.; small quantities, in bottles, up to 2s. per lb.

**METHYL SULPHONAL.**—Dealers' spot prices are steady, modest demand: two cwt., 19s. 3½d.; one cwt., 19s. 9½d.; 56 lb., 20s. 2½d.; small parcels, up to 20s. 8d. per lb.

**PHENACETIN.**—A limited amount of small spot business at keen prices: crystals or powder, bulk quantities, 2s. 7d. to 2s. 8d.; smaller parcels, 2s. 8½d. to 3s. per lb.

**PHENAZONE.**—Rather more inquiry, with competition still very keen: crystals, five cwt., 8s. 9½d.; two cwt., 9s. 0½d.; and less, 9s. 3d. per lb., with powder 2½d. per lb. extra.

**QUININE SALTS.**—Convention scales of prices continue steady; business about normal: sulphate, 2s. 1d.; bisulphate, 2s. 1d.; ethyl carbonate, 2s. 8½d.; salicylate, 2s. 9½d.; hydrochlor., 2s. 7½d.; bihydrochloride, 2s. 10½d.; hydrobromide, 2s. 7½d.; bihydrobromide, 2s. 10½d.; valerianate, 3s. 7d.; hyposulphite, 3s. 10½d.; alkaloid, 2s. 11d. per oz., carriage paid on bulk quantities; 100-oz., tins free; smaller packing extra. For shipment business the war risks rate of insurance is for buyers' account.

**RESORCIN.**—British material available: crystals, one cwt., 4s. 11d.; 56 lb., 5s.; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less, 6s. per lb.

**SACCHARIN.**—The Convention price is 37s. 6d. per lb., duty paid, with rebates for quantities.

**SALICYLIC ACID (B.P.).**—Fair seasonal business, market steady: five cwt., 1s. 7d.; one cwt., 1s. 7½d.; 28 lb., 1s. 8d.; 14 lb., 1s. 9d.; 7 lb., 1s. 11d.; 4 lb., 2s. per lb.

**SALOL.**—Dealers' prices for spot are unchanged, market quiet: spot, crystals, two cwt., 3s. 6d.; one cwt., 3s. 6½d.; 56 lb., 3s. 7½d.; smaller parcels, up to 4s. per lb.; powder, 2½d. per lb. extra.

**SANTONIN.**—Prices from first-hands steady; some outside cheaper sellers. Not less than 50 kilos., £35 12s. 6d.; not less than 25 kilos., £36 1s.; less than 10 kilos., £36 9s.; not less than 3 kilos., £36 17s.; not less than 1 kilo., £38 13s. 6d.; less than 1 kilo., £39 13s. 6d. Special prices are in operation for export to all markets.

**SODIUM SALICYLATE (B.P.).**—Steady inquiry with scale of values maintained: home trade, crystals or powder, five cwt., 1s. 8½d.; one cwt., 1s. 9d.; 28 lb., 2s.; 14 lb., 2s. 2d.; 7 lb., 2s. 3d.; 1 lb., 2s. 6d. per lb.

**STRYCHNINE SALTS.**—Makers' prices are steady:—

	Under 16 ozs.	16 ozs.	35 ozs.
	Per oz. s. d.	Per oz. s. d.	Per oz. s. d.
Alkaloid cryst. ...	2 8½	2 7	2 6½
Alkaloid powder ...	2 7½	2 6	2 5½
Bisulphate ...	2 2½	2 1	2 0½
Hydrochloride ...	2 5½	2 4	2 3½
Nitrate ...	2 3½	2 2	2 1½
Sulphate cryst. ...	2 4½	2 3	2 2½

25-oz. containers, free; 1-oz. bottles, 2½d.; 2-oz. bottles, 3½d. Other conditions as usual. Lower prices for bulk quantities. Wholesale distributors' prices for smaller quantities would be dearer.

**SULPHONAL.**—Dealers' spot prices are steady, limited business: crystals or powder, two cwt., 15s. 5½d.; one cwt., 15s. 10½d.; 56 lb., 16s. 1d.; smaller quantities, up to 16s. 9d. per lb.

**TARTARIC ACID (B.P. CRYSTALS).**—Market is quoted at former values: British makers quote at 1s. per lb., less 5 per cent. discount. Dealers offering foreign material at competitive prices.

## Crude Drugs, etc.

**ACONITE ROOT.**—Dealers quote Napellus at about 65s. and Japanese at 45s. per cwt. for small parcels.

**AGAR.**—A fair spot inquiry for home trade and export. No offers for prompt shipment. New crop quoted slightly easier forward: spot, Kobe No. 1, 3s. 6d.; No. 2, 3s. 3d.; Yokohama No. 1, 3s. 3d. per lb.; shipment, new crop, February-April, Kobe No. 1, 2s. 1d.; No. 2, 2s.; Yokohama No. 1, 2s. per lb., c.i.f.

**ALOES.**—The feature of the market is the lack of spot supplies and very limited offerings forward. Values continue firm at a high level: Cape, spot, 50s. for prime in boxes, to arrive; shipment, f.a.q., 50s. per cwt., c.i.f. Curaçao, spot, if available, about 112s. 6d.; shipment, nominal at 100s. per cwt., c.i.f., but practically nothing offered firm.

**CAMPHOR.**—Market has been quiet: shipment rather easier: Japanese, spot, tablets, 2s. 6½d.; powder, 2s. 4½d.; slabs, 2s. 4½d. per lb., ex store. Shipment, tablets, 2s. 2½d.; powder, 2s. 1½d.; slabs, 2s. 1½d. per lb., c.i.f. English refined is still unchanged; flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz. and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ½ oz. and ¼ oz., 3s. 6d. per lb.; special prices for contracts for quantities.

**CANTHARIDES.**—Not much inquiry on spot: Russian, 6s. 6d. to 6s. 9d.; Chinese, about 2s. 4d. per lb., as to quantity, spot.

**CASCARA SAGRADA.**—The position here is particularly strong. There has been substantial inquiry on spot for 1935 peel, but it seems that stocks have practically all been cleared and the price is nominal. Good business in matured bark has been done with prices firm as follows: 1931 peel, 55s.; 1932 peel, 53s.; 1933 peel, 50s.; 1934 peel, 48s. 6d. per cwt., with a strong tendency to go dearer. The shipment market shows a further advance, and offers are becoming extremely limited. One source cables no more 1935 peel to offer; 1933 and 1934 peel, offered in limited quantity at 45s. to 46s. per cwt., c.i.f., firm for immediate acceptance.

**CLOVES.**—Zanzibar is fractionally easier and Madagascar a shade dearer on quotation; market quiet: Zanzibar, spot, 7½d.; shipment, December-January, 6½d. per lb., c.i.f.; Madagascar, in bond, 6½d.; shipment, December-January, 6d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended November 16 were nil and the deliveries 10, leaving a stock of 2,597. From January 1 to date the landings of Zanzibar have been 2,960 and the deliveries 3,387. Landings of Madagascar for the week ended November 16 were nil, and the deliveries 87, leaving a stock of 800. From January 1 to date landings of Madagascar have been 4,031 and the deliveries 3,474 packages.

The Clove Growers' Association of Zanzibar, report, month ending October 29: Arrivals, 49,042; exports, 99,498 frasilas. Destination of exports: United Kingdom and Continent 1,085, North and South America 1,597, Bombay and Indian Ports 12,300, Dutch East Indies 8,969, Straits Settlements 67, all other ports 857. Total: 24,875 bales of 140 lb. each. Clove stems: Arrivals 9,394; exports, 14,038 frasilas. Market unchanged. Local prices, Rs. 1/11/0 per frasila.

**COD-LIVER OIL.**—Bergen reports the shipment market continues steady. Exports to November 1 totalled 77,869 barrels, compared with 90,987 barrels at the same date in 1934 and 86,787 barrels in 1933: shipment, finest Lofoten, steam refined non-freezing medicinal oil, 80s. to 90s. per barrel, c.i.f., London; spot, in small lots, 132s. per barrel, ex store, duty paid. Newfoundland, non-freezing medicinal oil, 130s. per barrel, ex store. British non-freezing medicinal oil is now quoted at 110s. to 112s. 6d. per barrel, c.i.f. London, duty free, while quotations from another home source are at higher figures.

**ERGOT.**—The position here is still acute, with supplies very restricted spot and forward of all kinds, and values held at high levels. Russian has been selling on spot at 5s., and some holders are now looking for 5s. 3d. Spanish and Portuguese nominal on spot at 7s. 9d. with no supplies located; for shipment 7s. to 7s. 4d., c.i.f., has been mentioned, but these were not firm offers, and no business is recorded.

**GENTIAN.**—There has been a fair demand on spot with small parcels of French root at 35s. per cwt.

**GINGER.**—Values are maintained at recent high levels, market quiet: West African, spot, 52s. 6d.; for arrival, 38s. per cwt., c.i.f. Jamaican, spot, bold, in barrels, 98s. to 100s.; small grinding, from 72s. 6d. per cwt., in bags, ex store.

**HENBANE.**—Dealers are quoting spot goods at about 80s. per cwt. for small parcels.

**HYDRASTIS.**—Cabled advice reports a sharp recovery in values with shipment up to 9s., c.i.f. Spot holders have moved their price up accordingly to 9s. 3d. per lb.

**LYCOPodium.**—Supplies seem to be extremely scarce on spot, with holders now quoting from 5s. 6d. up to 6s. per kilo.

**MENTHOL.**—Moderate business with prices keeping steady: spot and near positions being very steady and in limited supply. K/S brands, spot, 14s.; in bond, 12s. 6d.; afloat, 12s. 1½d.; November-December, 12s. per lb., c.i.f. sellers. Japanese shippers quoting November-December at 12s. 1½d. per lb., c.i.f.

**MERCURY.**—The Spanish-Italian group report their shipment price is again dearer at 61 dollars per bottle, f.o.b. Continent; spot, in small lots, firm at £12 12s. 6d. per bottle, ex store.



**OPIMUM.**—Routine business at former figures: spot, 1s. 5d. to 1s. 5½d. per unit, landed and duty paid.

**ORRIS ROOT.**—This market continues firm: old crop, Florentine, if available, 57s. 6d. and upwards; new crop is also firm from 55s. and upwards per cwt. Further advances are anticipated. Some offers at lower prices have been withdrawn.

**PEPPER.**—Market has been quiet and values are barely maintained: Lampung, in bond, 3½d.; shipment, November-December, 2½d.; January-February, 2½d., c.i.f. Tellicherry, spot, 5½d.; shipment, January-March, 39s., c.i.f. Aleppy, spot, 4½d.; shipment, January-March, 36s., c.i.f. White Muntok, in bond, 5½d.; shipment, November-December, 4½d. per lb., c.i.f.

**PIMENTO.**—Values continue to advance with the market very firm: spot, 6½d. per lb.; shipment, December-January, 60s. per cwt., c.i.f.

**RUBBER.**—Business has been moderate and values are fractionally easier on the week, closing steady: standard ribbed smoked sheet, spot, 6½d.; December, 6½d.; January-March, 6½d.; April-June, 6½d.; July-September, 6½d. per lb.

**SAFFRON.**—Continues firm with values at a further advance. It is reported that the crop is very poor: spot, 189s. B.P., prime, 43s. 6d.; extra, 41s. 6d.; super, 40s. 6d. per lb., and less for bulk quantities.

**SEEDS.**—**ANISE.**—Spot, duty paid, Spanish, 67s. 6d.; Bulgarian, 32s. **CANARY.**—Market easier: Mazagan, on spot, sold at 35s., duty paid. Spanish, mammoth, 47s. 6d. to 50s. Turkish, 2 per cent., 30s., and Plate can now be had at 23s. 6d. **CARAWAY.**—Dutch, spot, 39s. 6d., duty paid. **CORIANDER.**—Morocco old crop, spot, 19s., and new crop, 18s. 6d., duty paid, business reported; new crop for shipment, 15s. 9d., c.i.f. **CUMIN.**—Malta, spot, 47s. 6d.; Morocco quoted 48s., duty paid, and 43s. 6d. in bond. **DILL.**—Indian, 11 per cent., 10s. 6d., spot. **FENNEL.**—Persian, 40s., spot. **FENUGREEK.**—Morocco, on spot, sold at 15s., duty paid. **MUSTARD.**—English, 20s. to 30s. per cwt., according to quality.

**SENEGA.**—Business is still on the slow side; quotations, spot and forward, at about 1s. 4d. per lb.

**VALERIAN ROOT.**—Rather more inquiry with spot root quoted steadily at 52s. 6d. per cwt.

**WAX.**—**BEES'.**—The market continues very steady with supplies restricted: Abyssinian, spot, 117s. 6d.; in bond, 107s.; shipment, 105s., c.i.f. Benguella, spot, 117s. 6d.; shipment, 105s., c.i.f. Conakry, spot, 117s. 6d.; shipment, 107s., c.i.f. Dar-es-Salaam, spot, 117s. 6d.; shipment, 115s. per cwt., c.i.f. **CARNAUBA.**—Supplies limited, fair inquiry. Fatty grey, spot, 182s. 6d.; shipment, November, 167s. 6d., c.i.f. Chalky grey, spot, 180s.; shipment, November, 165s., c.i.f. Primeira, spot, good quality is very scarce and firm at 225s.; afloat, 220s.; shipment, November, 210s., c.i.f. Mediana, spot, 210s.; shipment, October-November, 195s. per cwt., c.i.f.

### Essential Oils, etc.

The recent rather quieter tone continues in most markets, but, at the same time, there is a steady flow of routine business. The Sicilian oils are all nominal for shipment and fully steady but quiet on spot. Madagascar clove is a firm market, tending to advance. Singapore patchouli has been in good demand and has advanced sharply. Japanese peppermint is keeping steady.

**ALMOND.**—Spot values for home and foreign oils are steady at the recent advance: English made, cwt. lots, 2s. 8d.; smaller parcels, up to 2s. 10d. per lb.; foreign, cwt. lots, 2s. 5½d.; smaller parcels, up to 2s. 9d. per lb.

**ANISE (STAR).**—The spot market is steady with the demand unimportant. The shipment market is still nominal with shippers ignoring all requests for offers: spot, leads, 2s. 1½d.; tins, 1s. 11½d.; drums, 1s. 11d. per lb., ex store; shipment, nominal, no offers.

**BAY.**—Dealers' prices steady, limited business: 49 to 50 per cent., 5s. 1½d. to 5s. 4½d. per lb., as to quantity.

**BERGAMOT.**—The shipment market is closed and nominal. The spot market has been on the quiet side, with holders' prices steadily maintained at 8s. 3d. to 8s. 6d. per lb., as to quantity and brand. There seems to be a fair quantity of oil available here, while most consumers have covered their requirements for the time being.

**BOIS DE ROSE.**—Business has been moderate with Brazilian on spot at 5s. 3d. to 5s. 4½d. per lb.; shipment, in drums, about 5s. per lb., c.i.f.

**CAJUPUT.**—Market has remained quiet: B.P., 1s. 10½d. to 2s. 1d. per lb., as to quantity.

**CANAGA.**—Spot offers range from 12s. 9d. to 13s. 6d. per lb., as to quantity and seller. Business dull.

**CARAWAY.**—Inquiry continues on a fair scale, forward market steady: Dutch rectified, 10s. 6d. to 10s. 9d.; crude, 10s. 1d., landed and duty paid, as to quantity.

**CASSIA.**—Supplies on spot continue rather limited, and the figures mentioned range from 4s. 4½d. to 4s. 6d. per lb. The shipment is quoted at about 3s. 3d., c.i.f., with some goods afloat mentioned at 3s. 8d., c.i.f.

**CEDARWOOD.**—Moderate business with spot values quite steady: African and American, 1s. 1½d. to 1s. 2d. for drums, and up to 1s. 4½d. per lb. for smaller packings.

**CINNAMON LEAF.**—Not much interest in this article at the moment: Ceylon, spot, 2s. 6d. to 2s. 7d., in drums; smaller packings, up to 2s. 10½d. per lb.; shipment, 2s. 3½d. per lb., c.i.f.

**CITRONELLA.**—So far as this market is concerned, these articles are very flat and at low values: Ceylon, spot, drums, about 1s.; smaller parcels, 1s. 1d. to 1s. 4d.; shipment, drums, 9½d. to 10d. per lb., c.i.f. Java, spot, drums, 1s. 2½d.; smaller parcels, 1s. 3d. to 1s. 7d.; shipment, drums, not more than 1s. 1d. per lb., c.i.f.

**CLOVE.**—There is a stronger tone in Madagascar oil and the shipment price is dearer and further advances are indicated, due, it is stated, to the very considerable increase in the price of raw material: Madagascar, spot, drums, 3s. 1½d. to 3s. 3d.; smaller packings, up to 3s. 6d. per lb.; shipment, firm at 2s. 7d. per lb., c.i.f. English made oil, 90 per cent., about 4s. 3d. per lb.

**EUCALYPTUS.**—This market is fully steady at the recent advance and business has been on a good scale: Australian, 70 to 75 per cent., 1s. to 1s. 0½d.; 80 to 85 per cent., 1s. 1d. to 1s. 1½d. per lb., landed; higher prices for small lots on spot. Spanish, 70 to 75 per cent., 1s. 2d. per lb., ex store.

**GERANIUM.**—The shipment markets are keeping very steady and the African oil is rather dearer: Bourbon, spot, 19s. 6d. to 22s. 6d., as to quantity and quality; shipment, 21s., c.i.f.; Algerian, spot, 21s. to 23s.; shipment, 21s. per lb., c.i.f.

**GINGERGRASS.**—The very limited supplies available are held for 5s. per lb.; shipment, firm at 4s. 3d., c.i.f., with offerings small.

**HO (SHU).**—Quite a good business is reported: spot, 1s. 8d. to 2s. 1½d. per lb., as to quality and quantity.

**JUNIPER BERRY.**—Rather quiet on spot, market steady; spot, standard quality, about 3s. per lb., and less for bulk quantities.

**LAVENDER.**—There seems to be little interest in this article, and the shipment market tends slightly easier with shippers' showing a willingness to discount their prices to secure business: Mt. Blanc, 38 to 40 per cent., 27s. per lb., landed. Other oils of good standard quality range from 33s. for 50 to 52 per cent. esters down to 19s. for 30 to 32 per cent. Lavandin is also steady with first quality from 16s. to 18s. and second quality from 14s. 3d. to 15s. 6d. per lb.

**LEMON.**—The shipment market for Sicilian hand-pressed is closed and nominal. On spot there is a good supply of oil with holders quoting steadily at 7s. 6d. per lb. Business, however, has been generally quiet but holders are not pressing for business. Californian oil is steady at recent advances, and some supplies are now coming to hand: large drums, 4s. 3d.; small drums, 4s. 3½d.; cold pressed, 7s. 1d. per lb., spot.

**LEMONGRASS.**—The shipment market is firm with shippers reporting nothing to offer. Isolated second-hand parcels are mentioned at about 2s., c.i.f. On spot, a few sales have been effected; quoted in the region of 2s. 3d. to 2s. 4d. per lb.

**LIME.**—West Indian distilled continues firm on spot, with prices from 25s. to 26s. per lb., as to quantity. The forward position continues firm.

**MANDARIN.**—Supplies on spot seem to be small and holders of good-quality oil are firm at 21s. and upwards per lb.

**NEROLI.**—Quoted unchanged on a quiet market: 13s. 6d. to 18s. 9d. per oz., as to quality.

**NUTMEG.**—Average small spot business, market steady: English and American, 5s. 1d. to 5s. 4d. per lb., as to quantity.

**ORANGE.**—The shipment market for Sicilian oils is closed and nominal. Any genuine sweet oil on spot would not be less than 16s., but it is difficult to locate stocks and sales would be a matter of negotiation. The French Guinea oil is steady on spot and in limited supply, with drums at about 3s. 1½d. to 3s. 2d. and smaller packings up to 3s. 9d. per lb.; for shipment, some keen offers for bulk quantities are noted, in the region of 2s. to 2s. 1½d. per lb., c.i.f. Californian is selling in limited quantities; spot, one case, 3s. 4½d.; two or more cases, 3s. 2d.; small drums, 3s. 1d. per lb.

**PALMAROSA.**—Market has remained dull: spot, 6s. 1d. to 6s. 3d.; shipment, about 5s. 7½d. per lb., c.i.f.

**PATCHOULI.**—There has been quite a run on this article, and the spot value for Singapore oil has advanced sharply, following the clearance of some old stocks at a nice margin. The limited supplies now available are well held for 10s. 6d. per lb. Seychelles oil is also dearer with spot and forward at 7s. per lb.

**PEPPERMINT.**—There has been a steady call for spot and afloat goods for home trade and export, and supplies are running very low; practically all arrivals going into consumption: spot, up to 5s. 3d.; afloat, about 5s.; November-December, 4s. 9d.; January-March, 4s. 8d., c.i.f. sellers. Japanese shippers quoting November-December at 4s. 10½d. per lb., c.i.f. The American oil has been rather quiet: Natural, in drums, from 1 dollar 85 cents up to 2 dollars 10 cents per lb., c.i.f., as to brand and menthol content.

**SPIKE.**—Moderate inquiry, values quoted steadily: Spanish, 4s. 4½d. to 5s. per lb., as to quality and quantity, spot.

**VETIVERT.**—Some Bourbon on spot is being quoted at about 39s. to 40s. per lb.; shipment, 35s., c.i.f.

**WORMSEED.**—Market is about steady, business rather slow: spot, 8s. 3d.; shipment, 8s. per lb., c.i.f., for fair quantities.



## London Drug Auction

Commercial Sale Rooms,  
Mincing Lane, E.C.3.  
November 21, 1935.

At the Drug Auction, held to-day, eight catalogues were submitted. The offerings covered the usual range of commodities, and a good proportion represented fresh importations. The demand generally was rather slow, and the auction had an "end of the year" feeling, buyers not wishing to increase their holdings just prior to stock-taking. Several of the commodities had an upward tendency, due to the present international situation. BUCHU was definitely higher in view of reduced stocks. GUM MYRRH showed a substantial advance, especially for the finer grades. RHUBARB was in steady demand and several parcels were cleared prior to the auction. SQUILLS were much dearer and held for firm rates. DRAGONS BLOOD was fully steady, and BENZOIN was in fair supply. HONEY was quiet but a substantial business has recently been passing privately.

ALOE.—There was nothing included in the catalogues due to lack of supplies, and all descriptions are distinctly firm.

AMMONIACUM.—A new arrival of good small tear, part blocky, was retired at 1s. 7d. per lb., "in bond."

ANNATO SEED.—Two parcels were on offer, fair Madras being held for 4½d., and bright Brazilian at 3½d. per lb., "in bond." A good business has recently been done, and stocks are very limited.

ARECA NUTS.—A new arrival of 44 bags of fair Ceylon was withdrawn at 18s. 6d. per cwt.

ASSAFETIDA.—Ten cases of good dry almonds and broken block were available at £5 per cwt., "in bond."

BALSAMS.—Copaiba, none on offer; Peru, ten cases, of usual fair quality, were held for 5s. 3d. per lb., duty paid; Tolu, there were two parcels of really good hard quality, which were withdrawn at 1s. 6d. per lb.

BENZOIN.—In fair supply, Sumatra was held for previous rates. Fine Almond seeds retired at £6 15s.; fair at £5 12s. 6d. to £6. Free almonds at £15 per cwt. Siam: stocks continue in small compass. In auction medium free almonds held for £26; bean and pea, £22; pea, £20; grains, slightly blocked, £17; blocked dust, £8 10s. per cwt., duty free.

BUCHU.—This article was definitely better and holders were reluctant to sell except at higher prices; in some instances up to 1s. 7d. per lb. being asked for rounds. For ordinary to fair green 1s. 5d. was asked, some of which had been sold prior to the sale.

CALUMBA.—A parcel of twenty bags of middling washed retired at 27s. 6d. per cwt.

CARDAMOMS.—Continues in small supply and there were only a few cases available in auction, these consisted of rather dull bleached Ceylon, which fetched 2s. 5d. for mediums and 2s. for small.

CASCARILLA.—In all twenty-two packages were available: quills were retired at 1s. 7d. to 1s. 8d. and siftings at 1s. 3d. per lb.

CROTON SEED.—Ten bags of fair Ceylon were withdrawn at 32s. 6d. per cwt.

CUS CUS ROOT.—A parcel consisting of twenty packages of fair fibrous Indian was held for 27s. 6d. per cwt.

DERRIS ROOT.—Sixteen bales were offered and retired at 1s. per lb. There was also included in the auction a quantity of powdered Timbo root and Cube root powder; prices asked being 1s. 2d. and 1s. 5d. per lb., respectively.

DRAGONS BLOOD.—Is fully steady, and some fair parcels were available. Good reboiled Singapore lump was retired at £23 10s. to £24; medium, £20 to £22. Zanzibar drop, two cases, rather dull, retired at 50s. per cwt.

GAMBOGE.—Some very good lots were on offer and for good Siam pipe £12 10s. per cwt., "in bond," was wanted. We understand that prices at the source are substantially higher.

GUAIACUM.—Still remains slow and prices range from 10d. to 1s. 9d. per lb., according to quality.

GUM ACACIA.—This article is fully steady, especially for bleached, which is firmly held. Kordofan sorts are slightly easier at from 49s. to 51s. per cwt., as to seller.

HONEY.—Steady but somewhat slow in auction, although a good business has been passing privately. Jamaica, 256 barrels held for 30s. to 50s. per cwt. for dark to smooth pale. San Domingo: A bid of 27s. 6d. per cwt., "in bond," was encouraged for 50 casks of dark brown liquid and set. Mexican, ten cases out of condition did not interest buyers. Trinidad: ten cases palish set were bought in at 35s. per cwt.

IPECACUANHA.—Still remains very firm and only five bales of fair Matto Grosso were on offer and held for 5s. 6d. per cwt. The shipment market is firm and offers are difficult to obtain.

KOLA NUTS.—A lot of twenty-four bags of fair W.I. halves were held for 2½d. per lb.

MYRRH.—This article is considerably dearer owing to the feeling that supplies will be affected by the Abyssinian dispute. A substantial business has been done privately at much improved prices. Fair native picked was held for £8 10s.; fair Aden sorts, £6 10s. to £7; ordinary sorts, £4 to £5 10s. per cwt.

ORANGE PEEL.—For ordinary to darkish thin cut Tripoli 1s. 1d. per lb. was wanted.

RHUBARB.—Market is firm and stocks are very much depleted. According to advices there seems nothing at present available in China for shipment. In auction, Shensi offered at 4s. 2d. to 4s. 3d., part of which had been disposed of privately. Canton, a bid of 2s. 1d. was to be submitted for two cases of pickings, which actually constitutes the entire stock of this description. High dried, flat was limited at 1s. 8d. to 1s. 9d., and horny coated flat at 1s. 7d. to 1s. 8d.; rough round, a fair quantity of good fracture changed hands at 1s. 5d. per lb., duty paid.

SARSAPARILLA.—Honduras was offered and retired at 1s. 9d.; Guayaquil withdrawn at 10d.; Jamaica, native, at 11d. to 1s. 1d., and grey at 1s. 3d. per lb.

SENNA.—Offerings on this occasion were on the small side, and nothing changed hands under the hammer. Prices for Tinnevely leaves and pods remain steady at previous rates. Alexandrian: a very poor selection on offer, and there is still a scarcity of really fine hand-packed pods.

SIROPHANTHUS SEED.—A parcel of eight cases of 100 per cent. Kobé was retired at 3s. 9d. per lb.

TONKA BEANS.—A new arrival of Angostura beans was on offer and held for 8s. 6d. per lb. Four cases of Para were retired at 2s. 9d. per lb.

WAX.—The following parcels were available: 40 bags of Mozambique, 20 bags Majunga, and 90 bags Dutch East Indian. All retired at from 110s. to 106s. per cwt., "in bond."

The next drug auction will be held in January 1936.

## Sudan Gum Acacia

BOXALL & Co. report that shipments during September totalled 2,861 tons, compared with 1,078 tons in September, 1934. Total shipments for the period January-September amounted to 17,757 tons, against 17,362 tons in the same period of 1935. The chief destinations were as follows:—

DESTINATION	1934			1935		
	Jan.-Aug.	Sept.	Total	Jan.-Aug.	Sept.	Total
Great Britain ...	3,813	206	4,019	3,425	1,096	4,521
U.S.A. ...	2,352	94	2,446	2,445	321	2,766
France ...	2,768	117	2,885	1,697	86	1,783
Germany ...	1,746	67	1,813	1,194	206	1,400
Italy ...	914	160	1,074	1,464	123	1,587
Belgium ...	1,222	149	1,371	982	95	1,077
Japan ...	792	8	800	979	249	1,228
Holland ...	663	34	697	440	102	542
Spain ...	269	50	319	298	88	386
Sweden ...	172	8	180	335	63	398
Norway ...	40	5	45	54	20	74
Australia ...	378	48	426	438	183	621
New Zealand ...	55	—	55	47	14	61
China ...	162	28	190	123	43	166
Canada ...	106	12	118	135	40	175
British India ...	82	20	102	11	4	15
Denmark ...	112	—	112	48	15	63
Finland ...	45	18	63	72	26	98
Poland ...	45	6	51	40	6	46
Rumania ...	90	1	91	27	13	40
Greece ...	30	5	35	48	5	53
Egypt ...	111	12	123	270	8	278
Argentina ...	141	20	161	71	—	71
Brazil ...	32	7	39	65	35	100
Other countries ...	70	3	73	124	16	140

The export figures are made up of the following qualities:—

	Hashab	Bleached	Talha	Total
September, 1934 ...	940	1	137	1,078
September, 1935 ...	2,527	29	305	2,861
January-September, 1934 ...	15,808	102	1,452	17,362
January-September, 1935 ...	16,101	138	1,518	17,757



# Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

## "Chemists' Friends" Scheme

SIR,—Having read the details of the "Chemists' Friends" scheme in your issue of November 12, together with the correspondence in subsequent issues, I am prompted to issue to fellow pharmacists what may, perhaps, be a timely warning of the hazards of this scheme. I make the following criticisms:—

(1) The Company has been incorporated for a purpose which may be in restraint of trade. This being the case, its status is certainly perilous.

(2) Under clause 4 (c) manufacturers are to be allowed to sell to "such other professional persons or classes of professional persons as the Company shall in writing approve." This is very vague. Surely it is a point the manufacturer will wish to have settled before he considers joining the scheme.

(3) Unless all manufacturers, wholesalers and retailers join the scheme, which is most improbable, one of its restrictive effects may well be that certain proprietaries, urgently needed in cases of serious illness, will not be readily available in the locality in which they are required.

(4) In regard to clause 6 (ii) there is, it seems, an increasing tendency on the part of manufacturers to disclaim all responsibility unless their products have reached the consumer in the original packages intact. Unless this subclause is intended to go so far as this, which appears doubtful, it will not appeal to the manufacturer whose support is, of course, essential for the success of the scheme.

(5) Under clause 7 the chemist is put into an unenviable position if, having contracted to make deliveries over a certain period to, for example, a local institution, his supplies are suddenly cut off.

(6) Under clauses 7 and 8 are manufacturers, wholesalers and retailers, knowing nothing of the methods whereby a decision will be arrived at, likely to accept without question the decision of the directors of the Company? Further, there is no sort of guarantee that the proceedings will be of a judicial character.

(7) In the event of damages being awarded against the Company in an action, is there any guarantee of a sufficiency of funds out of which to pay them?

(8) The scheme does not appear to provide for supplies by a manufacturer to municipal bodies generally. Apparently all these supplies are to pass through the retailers' hands. Here again, the manufacturers' animosity seems likely to be aroused.

(9) I am unable to see much attraction for the manufacturer and the wholesaler in the scheme; I cannot see them rushing to join it. Moreover, the drug stores, with an influence not to be underestimated, having been hit at, are in a position to and probably will hit back.

(10) Generally speaking, it cannot be in the public interest to restrict supplies as provided by the scheme. The chemist depends largely on the public for his livelihood, and it is therefore not in his interests to risk inconveniencing the public as must be the inevitable result of the scheme.—I am, etc.,

"CHEMISTS' FRIEND" (20/11).

SIR,—One of the difficulties to be overcome in the working of the "Chemists' Friends" scheme is the question of supplies through the sundries houses. Owing to various conditions it has to be left to the manufacturer to stipulate that his goods shall not be supplied by the wholesaler to others than chemists; and this is difficult to enforce when thousands of retailers, chemists and others, are served daily with small quantities, some of them for cash at the warehouse. But besides the chemists' wholesalers there are also grocers' wholesalers. Not only do these wholesalers supply grocers, but they also supply nursing homes, schools, boarding houses, or any place which can order rather more than the usual domestic requirements, so that when these places send an order for provisions they can also obtain medicinal products at wholesale prices.

Yours, etc.,

FRIENDLY (18/11).

## Leeches

SIR,—The illustrated article in your issue of November 9, together with Xrayser's "Reflections" last week, were of especial interest to those of the older generation who in their young days had regularly to handle these little blood-suckers.

Very few modern apprentices have to undertake the weekly emptying and cleaning and refilling of the leech jar or aquarium; such vessels exist only in a very small percentage of present-day pharmacies. It was surprising news to learn that in some of the old Austrian provinces the sale of leeches should ever have been under military control. All the better, one imagines, it must have been for the leech trade in other countries such as France, Germany, Spain, Italy and Russia. One learns that leeches were once bred in England, "The firm of Messrs. Potter & Clarke, Ltd., was originally started in 1812 as leech breeders in Brixton Hill, as foreign supplies were uncertain owing to the action of English and French privateers in the Channel." . . . I wonder if other members of the trade received a postcard quotation from Budapest last year? My copy runs as follows: ". . . In case it should die, we replace it and if the substitute should die we replace it again."

Yours, etc.,

C. S. ASHTON.

Brighton.

## Westmeath Federation of Pharmaceutical Chemists

SIR,—Further to the report of the inaugural dinner of the Westmeath Federation appearing in your issue of November 16 (page 584), I should like to pay a tribute here to the loyalty and co-operation of each and every member of the Federation, some of whom travelled over 100 miles to attend. If it were not for the *esprit de corps* shown all round, success would have been impossible. In this respect the Mullingar chemists, my immediate colleagues, deserve a very great mead of praise; in particular I gratefully acknowledge all the help and encouragement generously given by the treasurer of our Federation, Mr. Winckworth. I really believe that chemists are only now awaking to full appreciation of their own potentialities. The excellent reports appearing in your journal of our meetings have also been a great help to our young and growing organisation. In conclusion, I appeal to all Free State pharmacists to get behind the I.D.A. Executive in their fight for pharmaceutical self-sufficiency, so that when dealing with the many problems with which they are now, and will be in the future, beset, they can be sure of the practical as well as the moral support of all chemists.—Sincerely yours,

J. K. WHELEHAN, Secretary.

Mullingar.

## Competition in Northern Ireland

SIR,—I wonder what the chemists of Northern Ireland are doing. Their brethren in the Irish Free State are putting their house in order, and that in a very practical way, with their organiser; the "Chemists' Friends" scheme in Great Britain is also making headway. Speaking from experience, I can say that these schemes are more needed in Northern Ireland than any other place. The state of affairs with reference to the supply of chemists' lines to grocers, drapers, etc., is appalling, and it is not altogether the wholesalers' fault. Here is a great work for some chemist of persuasive ability and with plenty of time on his hands to organise us as we should be organised. United we can accomplish anything; separated we fail.—I am, etc.,

M.P.S.I., L.P.S.N.I. (19/11).

## Supplies to Cutters

SIR,—I have read the letter written by "Stoppall" in last week's issue, and perhaps my experiences will be of interest to him. I have on several occasions furnished the P.A.T.A. with evidence which could not be refuted where firms have supplied cutters on the Stop List either direct via "export" (*sic*) or through accommodation addresses, sometimes with, sometimes without, collusion of commission-seeking representatives. The outcome has always been the same. The firm in question promises to behave better in future, the sales manager, perhaps, drops his head, winks his eye and connives at a more *ca' canny* method for the future. It would be impossible for me in the course of a letter to expound methods whereby the functions for which the P.A.T.A. were brought into being could be satisfactory. Perhaps, if "Stoppall" were to furnish me with his address, I would explain them to him in full.

Yours faithfully,

DEBUNKER (19/11).

## Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are used for and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

**J. F. (21/98).—BUST REDUCER.**—Among the ingredients that have been recommended as bust reducers are purified ox bile and iodides. An ointment containing the latter could be made on the following lines:—

Lanolin ... ..	5 gm.
Soft paraffin ... ..	5 gm.
Potassium iodide ... ..	1 gm.
Tincture of benzoia ... ..	2 drops

The iodide should be dissolved in as little water as possible.

Ox bile preparations whether offered as ointment or solution contain about 5 per cent. of the purified substance.

**J. D. H. (15/11).—COLOURING GUN-BARRELS.**—Several recipes for colouring gun-barrels are given in "Pharmaceutical Formulas," Vol. II, and of these the following should meet your requirements:—

### Bluing

1.—Apply solution of antimonious chloride to the hot gun barrel and rub the surface afterwards with a piece of green oak.

2.—Immerse in the following solution:—

Lead acetate ... ..	50 gr.
Sodium thiosulphate ... ..	50 gr.
Water ... ..	5 oz.

The solution is used hot, the article to be coloured being completely immersed. A variety of colours is obtained, and so soon as the pale blue stage is reached the steel is taken out of the liquid and washed.

### Browning

#### I

Copper sulphate... ..	30 gr.
Water ... ..	250 c.c.
Hydrochloric acid ... ..	60 c.c.
Nitric acid ... ..	10 c.c.
Spirit ... ..	40 c.c.

Clean the barrel thoroughly and apply the solution repeatedly until the desired shade is obtained.

An alternative formula is:—

#### II

Solution of ferric chloride ... ..	2 oz.
Solution of antimonious chloride ... ..	2 oz.
Gallic acid ... ..	1 oz.
Water ... ..	5 oz.

**P. & S. (21/98).—SAUSAGE FLAVOURING.**—The following recipes for sausage flavouring are given in "Pharmaceutical Formulas," Vol. II, p. 441:—

- |                                 |        |
|---------------------------------|--------|
| (1) White pepper ... ..         | 2 oz.  |
| Jamaica pepper ... ..           | 6 dr.  |
| Black pepper ... ..             | 3 dr.  |
| Ginger ... ..                   | 3 dr.  |
| Capsicum... ..                  | 2 dr.  |
| Mace ... ..                     | 1 dr.  |
| Cloves ... ..                   | 10 gr. |
| (2) Powdered celery seed ... .. | 3ij.   |
| Powdered mace ... ..            | 3j.    |
| Powdered nutmeg ... ..          | 3j.    |
| Powdered black pepper ... ..    | 3ij.   |
| Powdered common salt... ..      | 3ij.   |
| Ground rice ... ..              | 3vj.   |
| (3) Powdered capsicum ... ..    | 3j.    |
| Powdered cummin ... ..          | 3j.    |
| Powdered cassia ... ..          | 3j.    |
| Powdered nutmeg ... ..          | 3ij.   |
| Powdered pimento ... ..         | 3vj.   |
| Powdered black pepper ... ..    | 3vij.  |
| (4) Salt ... ..                 | 2 lb.  |
| Black pepper ... ..             | 1 lb.  |
| Capsicum... ..                  | ½ oz.  |

The sausage flavouring recipes containing salt are generally adjusted so as to be used in the proportion of ½ oz. to 1 lb. of meat; the more concentrated forms without salt are used in about half this amount. It should be recognised that a maker adjusts the flavour to what he judges suits his customers' taste.

**C. K. (9/85).—CHAPPED HANDS.**—The following are formulas for a non-greasy cream for chapped hands:—

Agar ... ..	3ss.
Gelatin ... ..	3j.
Water ... ..	3xx.
Boric acid ... ..	3ij.
Glycerin ... ..	3ij.
Alcohol (90 per cent.) or industrial spirit ... ..	3j.
Perfume ... ..	3j.

Bring 10 ounces of water to the boil and add, a little at a time, the agar: keep stirring until all is dissolved, then add the gelatin, boric acid and glycerin. Strain through calico and add the remainder of the water (cold), then the perfume dissolved in the spirit. This should give a viscous solution, sufficiently so to pack in wide mouth pots with closely fitting screw caps. It can be adjusted by increasing or decreasing the quantity of agar.

#### II.

Tragacanth ... ..	3ij.
Almond oil ... ..	3j.
Glycerin ... ..	3ij.
Tincture of benzoin, simple ... ..	3ss.
Alcohol (90 per cent.) or industrial spirit ... ..	3j.
Water ... ..	3xx.
Perfume ... ..	3j.

Rub the tragacanth with the almond oil and add about two ounces of water to form an emulsion. Then slowly pour in the remainder and strain through calico. Stir in the glycerin; mix together the tincture of benzoin, perfume and alcohol and shake with the other solution. This, if properly prepared, does not leave the hands greasy.

Since synthetics irritate the skin it is advisable not to use them in such formulas. It is also difficult to advise anything original for an essential oil compound, but the following will be a slight departure from the usual:—

Lavender oil ... ..	3j.
Geranium oil ... ..	3j.
Petitgrain oil ... ..	3ss.
Sandalwood oil ... ..	3ij.
Patchouli oil ... ..	3j.

**R. G. H. (30/88).—COLOURING BILLIARDS BALLS.**—First clean the balls by washing in a warm solution of sodium carbonate (½ oz. to a pint); rinse, then immerse them in dilute nitric acid (5 per cent.) for twenty minutes, and finally wash with cold water. Then place the balls, now cleaned and free from grease, in the following dye solution:—Diamond green G.B. 1 part, water 20 parts. The balls should finally be polished with linseed oil.

## Retrospect of Fifty Years Ago

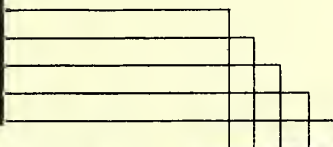
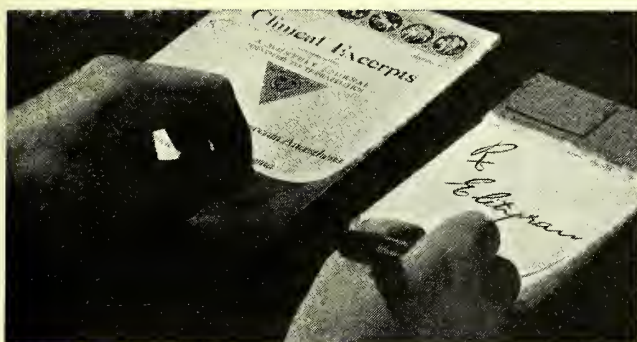
Reprinted from

"The Chemist and Druggist," November 15, 1885

### Pasteur's Treatment of Hydrophobia

Once more M. Pasteur has startled the civilised world with the prospect of a great discovery in medical science. He believes, and many of the greatest medical authorities believe with him, that he has perfected a method of treatment of hydrophobia which shall be not only prophylactic but, what is of far greater importance, curative also. He has for a long time occupied himself with experiments with the virus of this dreadful disease. He has kept a number of mad dogs, has obtained the poison from their saliva, and has moderated it to a safe dilution by successive inoculations on rabbits; he had "vaccinated" dogs with this modified virus, and he has proved that under the influence of the vaccination they are not, to all appearance, liable to infection. Of late he has had the opportunity of testing his solution of the virus on human beings. . . . The discovery is still on its trial, but there can be no doubt of the great hope which may reasonably be entertained that this most terrible of diseases may not only be cured but extirpated.





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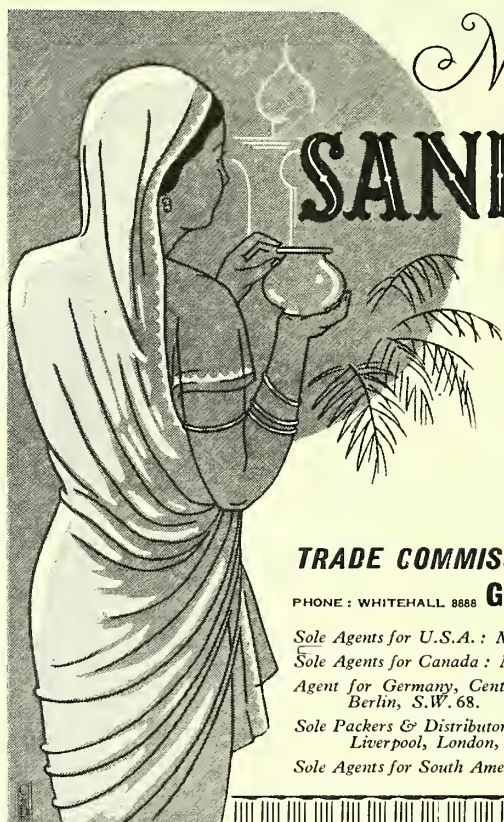
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*Blandfield Works,  
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## Hubbuck's Pure Oxide of Zinc

is made by sublimation and is  
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**99.9 PER CENT.**

of pure oxide; in fact, the  
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**Thos. Hubbuck & Son, Ltd.**

ESTABLISHED 1765

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MANUFACTURERS OF WHITE LEAD, WHITE  
ZINC, PAINT, OILS, COLOURS, VARNISHES, &c.

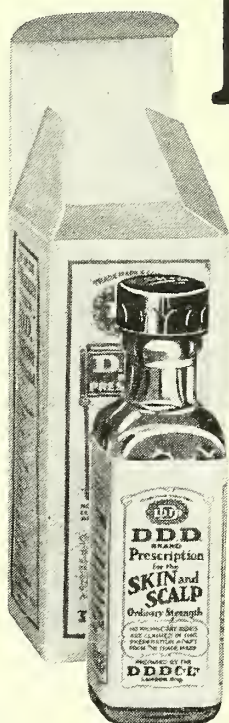
*Australian Office: 34 Queen Street, Melbourne*

*Sold by the following Wholesale Druggists  
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*world famous as the lotion for  
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Increased advertising in the National and Periodical Press, etc., advertising D.D.D. Prescription as a skin cleanser and tonic, has created a new market for this lotion and other D.D.D. products.

## PRICE LIST

D.D.D. Brand Prescription	...	Small Bottle	1/3
"	"	Large Bottle	5/0
D.D.D. Soap	...	Per Tablet	1/0
D.D.D. Vanishing Cream	...	Large Jar	1/6
D.D.D. Cold Cream	...	Large Jar	1/6
D.D.D. Shampoo Powders	...	Box of Ten	1/6
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Less usual Discounts.

*New Folding Showcard on request :—*

**D.D.D. COMPANY LTD.**  
3 FLEET LANE, LONDON, E.C.4

PETROLEUM  
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LIQUID  
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OILS

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SHOW AND RECOMMEND THE

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The cold cure which proves  
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**CAVENDISH CHEMICAL CO. (NEW YORK) LTD.**

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ATOCIN tablets for Rheumatism, Lumbago, etc.  
BISMOLAN suppositories and ointment  
CARNACTON ampoules and for oral administration  
CAVODOL Cod Liver Oil Compound Tablets  
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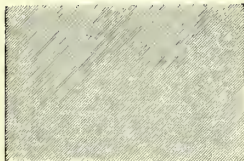
*Literature and further information on request*



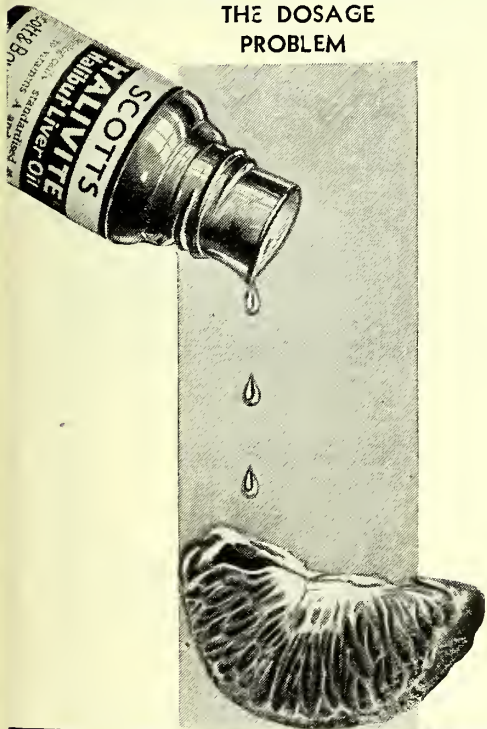
## HALIBUT LIVER OIL



ACTUAL DROPS  
OF NATURAL OIL  
IN EVERY  
HALIVITE PILL



THIS UNIQUE  
SELF-DROPPER  
BOTTLE SOLVES  
THE DOSAGE  
PROBLEM



## 80% PROFIT on these new SCOTT'S lines

Here is a line that meets popular demand. A line you can recommend with confidence—backed as it is by sixty years' specialised experience of vitamin oils.

"HALIVITE" is the best pure halibut liver oil—packed for your customers' convenience. Pills for adults—sugar-coated, handy, easy to take. Self-dropper bottles for the plain oil—easier for mother, so clean and trouble-free. And for you—80% on cost, 44.4% on sales. It pays you to recommend SCOTT'S "HALIVITE."

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VITAMIN STANDARDISED HALIBUT LIVER OIL

In PILL and LIQUID Form

## Special Display BONUS TERMS

Retail Prices less 33 $\frac{1}{3}$ %. Each dozen invoiced as  $\frac{1}{12}$ ths. Minimum quantities DOZEN LOTS.

Carriage paid on direct orders only.

"HALIVITE" PILLS. 30 Pills 2/6

"HALIVITE" OIL. 5 c.cs. 2/-

### Prescription Sizes :

Pills.	50 retail 3/9	100 retail 7/-
Oil.	15 c.cs. 5/-	30 c.cs. 9/-

Terms : Retail Prices less 33 $\frac{1}{3}$ %.

"HALIVITE" can be obtained from your Wholesaler at Usual Trade Terms.

SCOTT & BOWNE, LTD., 10 STONECUTTER ST., E.C.4

**PARAFFINUM  
LIQUIDUM**

**B.P.**

**HIGH  
VISCOSITY**

**TECHNICAL  
WHITE  
and  
HALFWHITE  
OILS**

**WHITE  
PETROLEUM  
JELLY**

**PHARMACEUTICAL  
AND  
TECHNICAL  
Qualities**

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**OIL & CERESINE COMPANY LIMITED**

**3 NEW LONDON ST., LONDON, E.C.3.**

TELEPHONE: ROYAL 5126-7

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**Customers will be Asking  
for this Skin Ointment !**

**WHITE TAR**

*Brand Ointment (Regd.)*

**FOR ALL SKIN TROUBLES**

Stocked by the leading Wholesalers. Sold in Tins 1/-, 2/- and 5/-.  
Supplies can be forwarded direct per return (post free) and  
charged through usual wholesalers.

**A NATIONALLY ADVERTISED PRODUCT**

**TILLOTT'S LABORATORIES, 70 MARSHAM ST., WESTMINSTER, S.W.1**

**Ergoapiol-(Smith)**  
REG. U. S. PAT. OFF. & FOREIGN COUNTRIES

CONSTANT prescription demand is assured by our  
continuous and extensive advertising campaign.  
An adequate stock of ERGOAPIOL should be maintained at all times.  
Supplied only in packages of twenty capsules each.  
For the mutual protection of the ethical pharmacist, the physician and our  
product, the initials "MHS" are embossed on the inner surface of each cap-  
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NEW YORK, N.Y., U.S.A.

THOS. CHRISTY & CO., 8 OLD SWAN LANE, LONDON, E. C. 4  
Agents for Great Britain and Ireland



**JONES** *for*

**METHYLATED SPIRIT**

Send your enquiries to

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ALL STRENGTHS IN STOCK  
PROMPT DELIVERIES IN CASKS,  
DRUMS OR TANK LORRY

Telephone: Advance 3210 (2 lines)



# BOOTS PRODUCTS in Modern Therapy

ACRIFLAVINE — BOOTS

BISMOSTAB (Injection of Bismuth, B.P.)

CALCIOSTAB (10% Calcium Thiosulphate)

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COMPOUND FLUID EXTRACT OF LIVER — BOOTS

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LIVRON (Compound Liver Extract and Iron)

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STABILARSAN (Arsphenamine Diglucoside)

THIOSTAB (10% Sodium Thiosulphate)

For Urinary Infections

## **SODIUM MANDELATE—BOOTS**

Treatment consists of the oral administration of Sodium Mandelate. Cachets of ammonium chloride are also given to ensure acidity of the urine (See Lancet, 1935, i, 1034: Ibid., ii., 741). Supplied in bottles of 4 oz. and 8 oz. Literature sent on request.

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**BOOTS PURE DRUG CO. LTD**  
**NOTTINGHAM**

# The Prime Favourite in England's Homes

**£300**  
CASH PRIZE  
COMPETITION

Mammoth Jig Saw  
Puzzles for all your  
customers at price  
of postage and packing  
**COUPONS IN EVERY  
PACKING**



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DISPLAY 'GRIPS' WINDOW BILLS

**FIRST-AID PASTILLES**

*J. W. Lightbown & Sons, Ltd., Accrington.*

*Agents to the Wholesale and Retail Chemists' Trade: Thos. Christy & Co., 4-12, Old Swan Lane, London, E.C.4*

**10%**  
**EXTRA  
PROFIT**

OVER AND ABOVE  
THE USUAL DISCOUNTS

This is the average extra profit,  
consequent upon de-stamping,  
provided for you by the new

**Licoricine**  
ACTS LIKE MAGIC  
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PRICE LIST

Obtain details from your Wholesaler.

RETAIL PRICES REMAIN UNCHANGED

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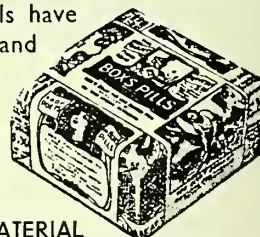
**MANDALL & CO., LTD.**  
TOWER WORKS  
NEWCASTLE-ON-TYNE

**EVERYWHERE**  
**-BOX'S**  
*Indigestion*  
**PILLS**  
**ARE IN DEMAND!**



P.A.T.A. List  
1/3, 3/-, 5/-, 22/-  
Retail Prices

For 40 years Box's Pills have  
been curing Indigestion and  
building sales — today  
Box's Pills are selling  
better than ever.



**FREE**

WINDOW DISPLAY MATERIAL  
WILL BRING THE BUSINESS IN  
Eye-catching display stands and showcards in full colour  
are available "by return" from the manufacturer. Supplies  
of Pills through your usual wholesaler or direct.

**W. H. BOX**

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AN IMPORTANT SELLING LINE FOR CHEMISTS

*Jackson's***6<sup>d</sup>****Centurion  
Series**11 popular Varieties of  
**LOZENGES & PASTILLES**

4/- per doz.

12 doz. at 3/9

Display outers of 1 doz.

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'Grams : Jackson, Crediton. CREDITON, DEVON 'Phone : Crediton 10

LONDON OFFICE : PLAIN TAUN PLACE, CROSBY ROW, BOROUGHS, S.E.1. Hop. 2668



# Owbridge's

## LUNG TONIC for COUGHS and COLDS

*Every Bottle of OWBRIDGE'S LUNG TONIC*

**CARRIES A GOVERNMENT STAMP**

*To Protect Our Proprietary Rights*

### Our Price

In 1-gross lots, 1/3 size, £6.12 . 0

In 1-doz. lots, 3/- size, £1 . 7 . 0

### Your Returns Retail

1 gross 1/3, £9 . 0 . 0, 36 $\frac{1}{3}$ %

1 doz. 3/-, £1 .16 . 0, 33 $\frac{1}{3}$ %

*Direct or Through your Wholesale House*

## Compound Syrup of Hypophosphites

TRADE **"FELLOWS"** MARK

The ideas supported by the medical world today on the therapeutic value of calcium and other mineral salts, were embodied 60 years ago in "FELLOWS."

The only preparation of its kind then, "FELLOWS" still stands alone for its tonic qualities in the treatment of rundown conditions of health and the many forms of anaemia and nervous ailments which so often result.

It stimulates the appetite, aids digestion, and is valuable as a stimulant and tonic to overcome mental and physical exhaustion; and as an aid in combating the invasion of the Tuberculous Processes.

"FELLOWS" has never been successfully imitated.

FELLOWS MEDICAL MANUFACTURING CO., Ltd.

286 St. Paul Street West, Montreal, Canada.

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# TWO NEW NOTEWORTHY LINES



**Introduced at London Medical Exhibition, Oct., 1935**

(PRELIMINARY NOTICE HAVING BEEN PREVIOUSLY SENT TO THE TRADE)

## 1 BENZEDRINE Brand INHALER

The volatile vasoconstrictor exhibiting a potency greater than that of ephedrine without irritation or undesirable secondary reactions. For the treatment of head colds, vasomotor rhinitis, hay fever, catarrh and sinusitis. Efficient, clean, pleasant and convenient. Emphatically not "just another inhaler," but something totally different.

Price **2/-** each.

Trade Terms **18/-** per dozen.

## 2 CALSIOD (Calcium O-Iodoxybenzoate in 0.5 gm. Tablets)

For oral administration in the treatment of arthritis and rheumatoid conditions generally.

Price **4/6** (bottle of 30 Tablets). Trade Terms **40/6** per dozen.

*Both products are issued by us on behalf of Smith, Kline & French Laboratories, proprietors of the popular tonic, Neuro Phosphates (Eskay Brand).*

ADVERTISED EXCLUSIVELY AND VIGOROUSLY TO THE MEDICAL PROFESSION

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ESTABLISHED 1793.

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The Best and Safest Infants' Medicine of  
140 years' standing.

Does not contain any Scheduled Poison.

**ROBERT BARKER & SON, LTD.,**  
13 WESLEY ST., C. on M., MANCHESTER.

### AN ATTRACTIVE DISPLAY STAND for XMAS WINDOWS

No. 2969 C.P.

Chromium Plated with 2 Black Glass  
Shelves, size 8 x 5 ins. Overall  
height, 12 ins. 13/3 each  
"Clements" Display Stands are used  
in the "Chemist & Druggist" Model  
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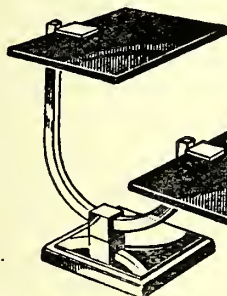
Carriage paid in England  
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Write for Free List  
containing details of  
many other attractive  
stands.

**CLEMENTS, NEWLING  
& CO., LTD.**

95 & 96 Wood St., London, E.C.2

NAT. 5511 (5 lines)



### REFLEXOR CONTROLS AND ADJUSTS REFLEX ACTION

Indicated in  
IMMEDIATE  
RELIEF OF  
ASTHMA, NEURALGIA,  
MENSTRUAL PAINS,  
SPASMS, INSOMNIA,  
NERVOUS DISORDERS  
AND HAYFEVER, ETC.



PRICE  
25 TABLETS  
3/0.

PREPARED BY  
LABORATOIRE DE  
SYMPATHÉRIE

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Samples and Literature  
from Sole Distributors:  
**PHARGENE LIMITED,**  
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*Every Bengué Speciality excels*



**DR. BENGUÉ'S BALSAM**  
Gives almost instant relief in cases of Rheumatism, Neuralgia, Lumbago, &c.

**AGOCHOLINE**  
Combination of Magnesium Sulphate and Meat Peptone, used as a cholagogue and also cholecysto-kinetic

**PASSIORINE**  
Fluid extract of Passiflora Incarnata, circulatory and nerve sedative. A non-toxic preparation

**OPOCALCIUM**  
A remineralising agent composed of mineral salts and gland extracts. Recommended for Tuberculosis, Rickets, &c.



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Modern Automatic Plant producing up to a **MILLION PILLS A DAY.**

**ROTARY** and other Tablet Machinery dealing with orders for **TONS.**

**COATINGS.** Sugar, Pearl, Gelatine, etc., in a variety of colours

We specialise in these lines and **Orders of any size** can be dealt with expeditiously

## **Change of name**

### **EFFALKA**

Owing to confusion with another trade mark, the name of this antacid preparation has been changed to

### **EFFALGEN** (TRADE MARK)

It is available in two sizes, i.e.,  
2 oz. bottles at 2/- and 14 oz. jars at 10/6

**HARWOODS CHEMISTS LTD.**  
WATFORD, HERTS



# 32,000,000 WINDOWS TO YOUR SHOP



Large space 'ASPRO' advertisements are carried several times monthly by over 300 newspapers, with a total circulation of more than 32,000,000. They act as 32,000,000 effective windows for retailers who connect up by showing 'ASPRO' displays. To get the benefit of this stupendous advertising, as if you paid for it yourself, show 'ASPRO' display material prominently in your windows. People will come into your shop who would not otherwise have come. You will gain by increasing your sales of other lines in addition to 'ASPRO' sales. Our latest display is just available from the press. Why not write for one to-day? Remember, Autumn and Winter are great times for 'ASPRO' sales, so

## SEND FOR OUR NEW 'ASPRO' DISPLAY MATERIAL



'ASPRO' consists of the purest Acetylsalicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority. No proprietary right is claimed in the method of manufacture or the formula.

Made in England by ASPRO LTD.  
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**'ASPRO'**  
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PURE - SOFT - HYGIENIC  
(Completely Wrapped)

### SELLING AIDS.

A display Showcard and "Personal Hygiene" leaflets with every order.

750 perforations to every roll.

No dirty edges, completely wrapped and sealed.

3 Doz. @ 6/- Doz. 6 Doz. @ 5/9 Doz. 12 Doz. @ 5/3 Doz.  
CARRIAGE PAID-NET



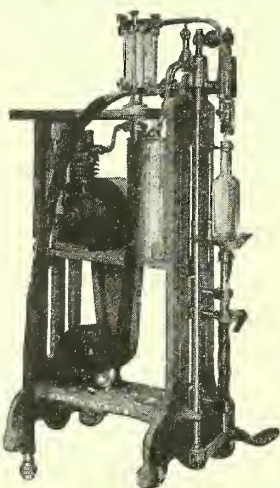
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PRINTERS & WHOLESALE STATIONERS,

GREAT TURNSTILE, HIGH HOLBORN, LONDON, W.C.1

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for Glass, Stone,  
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Fills all sizes from  
drachm to quart—  
long, short or  
sprinkler neck.

Clean and Rapid  
No Over Filling  
Broken Bottles  
Rejected  
Easy to Clean  
Self Rinsing

WRITE FOR  
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**Roberts' Patent Filling Machine Co.**

T. ROBERTS, Proprietor,

33 Roundcroft Street, Bolton, Lancashire

Makers of every description of Bottle Filling and Shallow  
Jar and Tin Filling Machine for the Chemists' use.

ALL RIGHTS RESERVED

### "MOSANS" Non-Greasy, Odourless QUININE PESSARIES



15/-  
per dozen  
boxes

ORDER THROUGH ANY WHOLESALER  
or from

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ROAD, S.E. 27  
Agents for South Africa: THE MONSOL DISTRIBUTING CO.,  
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**P**ROFESSIONAL recommendations of Ortho-Gynol are increasing regularly and steadily. Its many points of importance deserve your support.

Ortho-Gynol is indicated in the majority of cases. It is the dependable contraceptive that is effective from the moment of application. It is aesthetically acceptable to the large majority. It does not deteriorate in

tropical climates, and it is independent of variations in temperature, moisture and pressure. Douching is contra-indicated for at least 6 to 8 hours.

The economical bulk tube illustrated contains sufficient for 15 to 20 applications. Complete with unbreakable Applicator it costs 5/-. A refill of the same size, without Applicator, costs 4/-.

Ortho-Gynol is also available in its original box of 6 complete units (each with disposable nozzle) for 4/6.



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**SURGICAL RUBBER GLOVE**  
*with a* **Greater Grip**



Manufactured under a special process, these gloves are hot vulcanised, and properly stocked will keep in good condition for three years in any climate. Five sizes are available, ranging from 6 to 8, including half sizes.

**Price 18/- per dozen pairs.**  
**Orders of 1 dozen or over post free.**

*Sole Distributor:*

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PHONE - - - HOLBORN 4870

Our new rubber surgical glove has been evolved after many years of research. The mottled grip has definite non-slip qualities which have hitherto been unavailable with the ordinary rubber glove. This new idea has already been endorsed by surgeons as a definite contribution to greater speed, efficiency and accuracy in the handling of surgical instruments, etc. Despite the definite raised gripping surface of this glove, the wearer still retains the natural feeling of his finger tips. If you once try this type of glove, we are confident that you will never go back to the old style.



# The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

NOVEMBER 23, 1935

28 ESSEX STREET, LONDON, W.C. 2

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insertion in this Supplement

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2.—FOREST GATE.—Business for sale owing to continued ill-health; returns £1,350-£1,400 per annum; rent £75, rising to £85 per annum, inclusive; long lease; living accommodation available over; vendor is prepared to accept £250 for lease and goodwill, plus valuation of stock and fixtures.

3.—FULHAM (NEAR).—Death vacancy; returns average £1,238 per annum; rent £140 per annum; sublet £213 per annum; scope for increase in hands of working proprietor; price asked, £865 all-at or near offer; further details on application.

4.—SOUTH LONDON.—Good-class main-road Business; takings average between £60 and £70 per week; exceptionally well-fitted shop; nicely stocked; rent £250, rising to £350 per annum; price all-at about £2,000, or alternatively £400-£500 for the lease and goodwill plus stock and fixtures at valuation.

5.—PINNER (NEAR).—Business must be sold owing to ill-health; middle- and good-class Business, in present hands 34 years; present returns only about £10 per week; have been over £20 per week; stock and fixtures estimated to be worth £350; living accommodation, with bathroom; rent at present under £1 per week; price asked, £450 all-at or near offer.

6.—NORTH-WEST LONDON.—Good-class Cash Retail Business, returning about £2,500 per annum; living accommodation available if required; new lease; price of business £1,500, part of which could remain to an approved purchaser.

7.—WOOD GREEN (NEAR).—General Retail Business with excellent panel; in present hands 41 years; returns for last financial year £1,477; gross profit 36 per cent.; single-fronted shop; stock worth £600; flat let off at £65 per annum; rent £100 per annum; long lease; price all-at £1,200, or valuation terms entertained; it is quite possible that the living accommodation could be easily obtained.

8.—EALING (NEAR).—Drug Store, middle-class Business; established over 100 years ago; returns exceed £1,200 per annum; net profit approximately £300 per annum; stock and fixtures worth £500; price for immediate disposal £650 or near offer.

9.—KENT (FEW MILES OUT).—Middle- and good-class Business making approximate annual net profit of about £300; double-fronted

shop, well fitted and stocked; net rent and rates £29 per annum; long lease; first reasonable offer will be accepted.

10.—NORFOLK COAST.—General Retail Business with reasonable rental and takings average over £2,500 per annum for immediate sale; net profit for last completed financial year over £600; this concern can be bought at a very low figure and inquiries are invited by genuine buyers.

11.—LIVERPOOL.—Middle-class Business situate in good position; returns last year £1,530; gross profit £535; in present hands 14 years; stock and fixtures worth £700; living accommodation; price all-at £975 or near offer.

12.—WORCESTERSHIRE.—Old-established high-class Dispensing Business for sale owing to vendor's retirement; returns exceed £4,500 per annum, and the net profit this year should be about £900; spacious living accommodation; stock and fixtures worth £2,600-£2,700; minimum price £4,500; bankers' references with applications.

13.—GLAMORGAN.—Good-class Family Business returning over £2,000 per annum; good profits; stock and fixtures worth about £880; nice living accommodation; rent about £70 per annum after sublet of hairdresser's saloon; held on lease; offers invited.

14.—MID-SUSSEX.—Good-class Business for disposal, making a net profit of about £300 per annum; good living accommodation; price £530 or near offer; genuine reason for disposal.

15.—GLOUCESTERSHIRE.—Middle-class Business, making a net profit of about £5 per week; audited figures; stock worth £300; living accommodation; small garden; rent £40 per annum; price £200 for fixtures and goodwill, plus stock at valuation, or alternatively £500 all-at.

16.—BRIGHTON.—Neglected Business for sale; takings have been £1,200 per annum, but have fallen owing to ill-health; genuine buyers requiring to invest about £350 are invited to apply for full particulars; good chance for beginner.

17.—WESTCLIFF-ON-SEA.—Lock-up Shop for disposal; returns between £1,500 and £1,600 per annum; stock worth £400-£450, fixtures £200; rent £110 per annum; long lease; price all-at £850-£900, or near offer; this business is run under management and offers scope for increase in the hands of a working proprietor.

18.—DEVON.—Old-established Business for sale owing to retirement; net profit about £500 per annum; shop situate in excellent position among multiples; large living accommodation; price asked all-at £1,600 or near offer.

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Correspondence, mutually confidential, is invited from prospective purchasers of the following businesses at present available for purchase.

(C1) UXBRIDGE (NEAR).—Old-established excellent profit-earning business situated in growing area; turnover approximately £2,600 per annum; net profit to owner-proprietor £650/£700; low rental; long lease; price £2,250 all-at, or near offer.

(C2) HIGHBURY (NEAR).—Good profit-earning pharmacy with optical connection, for quick disposal owing to sudden ill-health; turnover approximately £2,000 per annum; net profit about £600; rent £70; living accommodation available if required; for a quick sale £1,000 all-at will be accepted; optical qualification necessary.

(C3) SURREY.—Exceptionally attractive middle-class pharmacy with up-to-date flat above; present returns approximately £2,000 per annum, and steadily increasing; net profit upwards of £600; reasonable rental; price all-at £1,350.

(C4) LONDON, S.W.—Main-road pharmacy with living accommodation, at present sub-let for £58 ros. per annum; turnover approximately £1,600, including N.H.I., which averages £14 per month; rent £75; 21 years lease; net profit about £400; price £900 or on valuation terms.

(C5) DEVON.—Old-established pharmacy with large house attached; turnover under management £20/£25 weekly, with scope for immediate increase; no opposition; business and property can be purchased for an outlay of £600/£700 after allowing for mortgage on property; further particulars upon application.

(C6) LONDON AND DISTRICT.—Exceptional opportunity for chemists, with limited capital, desirous of commencing business on their own account, to do so by paying a small deposit in the region of £50/£100, and the balance by weekly instalments; a number of businesses offering good scope for increase can be acquired individually on this basis; present turnovers £1,000/£1,400 per annum; further details upon application.

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(C8) BRIGHTON.—Main road neglected business with excellent opportunities for increase over the present turnover, which averages approximately £1,000 per annum; living accommodation; owner desirous of quick sale for genuine reasons, and will accept first nearest offer to £500.

(C9) MORDEN (NEAR).—Good middle-class business with some optics; steadily increasing returns, which for last financial year amounted to £1,878; net profit, £400/£450; modern flat above; stock and fixtures

estimated at £950; for quick transaction owner will sell at sacrifice price of £1,100 all-at; splendid opportunity, particularly for chemist-optician.

(C10) WOOD GREEN (NEAR).—Good family business in present hands 40 years; large panel; turnover now approximately £1,500 per annum, with plenty of scope for further increase; self-contained house; owner retiring; £300 is asked for goodwill, plus value of stock and fixtures; open to offer.

(C11) NORWOOD.—Attractive modern pharmacy occupying prominent position in busy shopping street; old-established, but neglected for a long period; is now showing good progress, and is capable of substantial increase; present returns, £1,250/£1,300 per annum; net profit to owner-proprietor upwards of £300; reasonable purchase price; early enquiry strongly advised.

(C12) LIVERPOOL (NEAR).—Established middle-class business offering definite scope for development in several directions; returns at present average approximately £1,250 per annum; net profit about £350; rent £52; living accommodation, with bathroom, etc.; price about £700.

(C13) WESTCLIFF.—Splendid opportunity for enterprising chemist to acquire good progressive family business in prominent residential district; accountants' figures; turnover for last financial year, £1,363; net profit, £335; rent £100, including good house; immediate sale desired, and owner will sell at sacrifice figure; part of purchase-money could probably be raised on loan if necessary.

(C14) WORCESTERSHIRE.—Main road pharmacy with good living accommodation; turnover at present small (approximately £15 weekly), but steadily increasing, rent £50 per annum; genuine reason for selling; low purchase price.

(C15) HANTS.—Modern pharmacy with up-to-date house above, situated in rapidly-growing residential area; steadily increasing returns, at present averaging approximately £1,300 per annum; price £600 all-at; further particulars upon application.

(C16) KENT.—Exceptional opportunity for enterprising chemist to acquire increasing business with property for an outlay of approximately £700; turnover for 1933/34, £998; 1934/35, £1,203; up-to-date self-contained house, with good garden and garage; no near opposition; situated on main road; full particulars upon application.

(C17) FOREST GATE.—Retail and dispensing business with flat above (optional); increasing turnover, at present at the rate of approximately £1,400 per annum; low rental; long lease; price £750, including stock, £350; valuation terms if preferred.

(C18) LONDON, E.—Good profit-earning lock-up pharmacy, with large N.H.I.; turnover for 1934 financial year, £1,673; net profit, £437; steadily increasing; reasonable rental; price all-at £650.

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4.—NORFOLK.—Drug and Photographic Store; in good position in large town; returns under indifferent management £1,000; plenty of scope; rent £65; price required, valuation of stock only, about £450.

5.—KENT (14 miles out).—Unopposed Village Business; pleasantly situated; returns £1,150, net profit £290; stock and fixtures worth approximately £600; price £750.

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9.—WEST MIDDLESEX.—Old-established Business; at present run as Drug Store; returns £25 weekly; main-road position; plenty of scope; good stock; price £650.

10.—NORTH LONDON.—Branch Business; in prominent position; present turnover £20 weekly; good profits; scope for increase; rent £85 clear; long lease; price £350; stock at valuation.

11.—VICTORIA PARK (near).—Old-established Business, returning under manager £15-£16 weekly, plus N.H.I.; scope for increase; house attached; good stock; price for early sale £350.

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**CHESHIRE.**—Owing to death, Chemist's double-fronted shop on busy main road; well stocked and fitted; business run down, but capable of development; good living accommodation; low price to quick buyer. 270/770, Office of this Paper.

**LANCS COAST.**—Good-class Cash Business, old-established; central; lock-up; rent and rates £85 per annum; very well fitted; easily managed; Prescribing and Private Dispensing; small Panel, increasing; small Optical connection; big Photo trade; owner has left district; price £300 or near offer, including £150 good new stock; would suit lady M.P.S. 74/1, Office of this Paper.

**LEEDS.**—Good-class Family Business for Sale; ill-health sole reason for disposal; reasonable price asked for quick sale; capital required about £900. 270/769, Office of this Paper.

**LIVERPOOL Suburb.**—Exceptional opportunity to obtain a modern, good-class Family Business at a low price for a quick sale; owner has other interests; returns this year (audited accounts) £1,550, increasing under manager; Optics, Kodak; good house (newly decorated); price, inclusive, £800. Apply 20/11, Ayrtton, Saunders & Co., Ltd., Liverpool.

**LONDON, E.**—Herbal and Drug Stores Business for Sale; lock-up shop and parlour; low rent; 17s. 6d. weekly; double-fronted corner shop, good position; scope for N.H.I., Photography and Optical; well stocked; owner retiring; nearest offer to £150 all at for quick sale. Write 72/6, Office of this Paper.

**LONDON (N.E. Suburb).**—Valuation terms or offer accepted for business in good position; capable of increase under personal direction; at present under management; rent and rates only 25s. weekly, after subletting; long lease. Telephone BUCKHURST 3094 for interview.

**LONDON, S.W.**—Modern Pharmacy in new parade; established 12 months; lock-up shop; rent £52 exclusive; excellent opportunity for young Qualified Chemist; owner cannot give attention required; reasonable offer accepted for quick sale; no agents, please. 270/772, Office of this Paper.

**SOUTHAMPTON.**—Well-fitted, modern Shop in the centre of town; now under Unqualified management; good opportunity for energetic young man; price £400, which is valuation of stock and fixtures only; no goodwill required. Fisk, 4 Hanover Buildings, Abovebar, Southampton.

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**SOUTH WALES.**—Family Business on new estate, rapidly growing; no opposition; lock-up shop; neglected under management; takings £14 weekly; very low overhead expenses; price £200 all at. 65/46, Office of this Paper.

**W.I.**—VERY Old-established High-class Dispensing and Retail Business for immediate disposal; owner going abroad; excellent connection; turnover £2,000 per annum, high gross profit; long lease at reasonable rental; for an immediate sale value of stock and fixtures only, approx. £750, or near offer. 72/28, Office of this Paper.

**COUNTRY Business,** neglected; good prospects; rent £6 per month inclusive; living accommodation; electric light; double-fronted shop; N.H.I. last month £5 3s.; £175 all at for quick sale; snip. Fisher, Tudor Lodge, Benfleet Road, South Benfleet, Essex.

**BUSINESSES WANTED.**

**CASH buyer** requires Chemist's Business with a turnover of not less than £2,000 per annum; lease essential; Manchester district preferred, but would consider London district. 270/765, Office of this Paper.

**COMPANY** making public issue will buy for cash additional businesses with proprietary lines, established not less than 5 years; bankers' and solicitors' references given and required. Apply 270/775, Office of this Paper.

**GOOD Middle-class Cash Business** required; Kodak Agency, good Toilet Trade, and general prospects of increase. The business must show a net profit of £600 or over per annum, and must bear the strictest investigation; Yorkshire, Lancashire or North; strictest confidence assured. 71/19, Office of this Paper.

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**A UNIQUE Opportunity** for High-class Chemist in busy Surrey town; modern shop premises (with or without living accommodation) situated on corner site facing super cinema; greatly reduced rent for first year; shop front and decorations to choice. Full particulars from Owners' Agents, Antill & Bromilow, 14 London Road, Guildford (Tel. 2099), and 40 Beauchamp Place, London, S.W.3 (Ken. 6000).

**CHEMIST** wanted, adjoining a Doctor's Surgery; with good living accommodation; in large block of restricted shops; rent 30s. per week, ex. Station Estate Office, Prittlewell, Southend-on-Sea.

**HIGH-CLASS Shops to Let** in new parade in best part of High Road, Streatham, from £140-£500 per annum. Apply Letting Manager, 17 Streatham High Road, 'phone Streatham 9627, or Bell Investment Trust, Ltd., 115 Park Street, Mayfair, W.1. 'Phone Mayfair 4201.

**TO LET.**—Lock-up Shop; opposite Tube Station; very suitable Chemist. Apply Newman, 12 Turnpike Lane, N.8.

**APPOINTMENTS.****COUNTY COUNCIL OF MIDDLESEX.****ASSISTANT DISPENSER.**

**THE County Council** invites applications for the post of Assistant Dispenser (non-resident) at Hillingdon County Hospital, Uxbridge, at a salary of £200 per annum, rising by annual increments of £7 10s. 0d. to £250 per annum.

Candidates must be graduates in Pharmacy of a recognised University or hold one of the qualifications of the Pharmaceutical Society of Great Britain. The officer appointed will work under the direction of the Pharmacist and of the Medical Superintendent of the hospital, and will be required to devote whole time to the duties of the post. Unless the officer can prove that he or she is entitled to remain subject to the provisions of the Poor Law Officers' Superannuation Act, 1896, he or she will be required to contribute to the County Council's Superannuation Fund, and for the latter purpose must pass the necessary medical examination. The appointment will be held during the pleasure of the Council and is terminable by one month's notice on either side.

Applications, stating age, qualifications and experience, accompanied by copies of not more than three recent testimonials, must be received by the undersigned not later than 30th November, 1935.

Special application forms are not provided.

Envelopes must be endorsed "Assistant Dispenser."

Canvassing, directly or indirectly, will be a disqualification.

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**D**IRECTORSHIP or Partnership in an active capacity required by Pharmacist (37), M.P.S., B.Sc., in large, progressive, remunerative business; capital would be introduced upon satisfactory investigation on both sides; write full particulars in first letter. 72/19, Office of this Paper.

**Q**UALIFIED Man, Christian, with capital, required to join Unqualified Man in opening up in capital, unopposed premises in busy town, thirty miles London; fine position; premises already held in another trade, but advertiser wishes to take advantage of fine opening by converting to a Chemists. Replies to 72/4, Office of this Paper.

## SITUATIONS OPEN.

### RETAIL (HOME).

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**B**IRMINGHAM Chemists have immediate vacancy for Junior Assistant; permanency for up-to-date man. Kindly send full particulars, 72/8, Office of this Paper.

**B**RIGHTON.—M.P.S., Lady or Gentleman, required early December; moderate salary; good prospects for proved ability; write full particulars, including minimum salary; applications unanswered in 7 days respectfully declined. Low's Ltd., 22 North Street, Portslade-by-Sea.

**D**URHAM.—Pharmacist. You want a safe investment, satisfactory employment and a good opportunity for advancement. We have a turnover of over £4,000 a year, call on thirteen hundred satisfied customers and intend to double this in 1936. So, need another Qualified Assistant; unafraid of hard work and willing to invest. Forward particulars, 67/7, Office of this Paper.

**L**ONDON.—Qualified Chemist and Optician required to take complete charge of high-class Pharmacy and Optical Department; the position is permanent and progressive. Reply in first instance, giving full particulars of past experience, stating whether married or otherwise, to 72/36, Office of this Paper.

**L**ONDON, N.W.10.—Unqualified Assistant required immediately, either sex (25 to 30), with good general experience. Please give full particulars of experience, age, salary to 270/773, Office of this Paper.

**L**ONDON, W.1.—Qualified Junior Assistant, male, required for high-class Dispensing business, also one required for high-class business near London. Full particulars, age, height, experience and salary expected, 270/763, Office of this Paper.

**M**IDLAND Industrial Town near Birmingham.—Qualified Assistant wanted immediately. Particulars, including salary required, to "Pharmacist," 36 Caldmore, Walsall. Applications unanswered within one week respectfully declined.

**A**SSISTANTS, one Qualified and one Unqualified, required soon for industrial Midland town; state age, height, experience, salary and when disengaged; give references. 72/12, Office of this Paper.

**A**N Assistant M.P.S. required (under 40 years of age) for N.H.I. and Counter. Write, full particulars, to 75 Brick Lane, E.1, or 'phone East 5264 for interview.

**A**T ONCE.—Manager (30-35) to open new business, London; must be a good Salesman; gentleman who can invest £100 to £200 preferred. Also Junior or Improver; good Salesman and willing worker; references to bear strict investigation. 71/12, Office of this Paper.

**C**LERK (male) (age about 25); one accustomed to a Chemist's business preferred, and able to use typewriter. Full particulars and salary to 72/26, Office of this Paper.

**E**LDERLY Qualified Chemist; comfortable position for pensioner to act as Superintendent; S.W. district. 270/771, Office of this Paper.

**E**XPERIENCED Unqualified Assistant required; good Dispenser and Salesman. Apply with references, stating salary required, to Trevelthick, Medical Hall, Kidderminster.

**J**UNIOR Assistant or Improver required for London. Apply, giving full particulars of experience in Dispensing, Window-dressing, etc., stating age and salary required, to 270/767, Office of this Paper.

**L**ADY Pharmacist, M.P.S. (23-33), smart appearance, good Counter manner, wanted to manage Light Retail Dispensing business, Bristol; good salary offered, with share of profits if applicant requires to invest small capital. Write fully, with recent photograph, in first instance, 72/190, Office of this Paper.

**M.P.S.** REQUIRED for Private Limited Company, to act as Director; no capital necessary. Write 270/760, Office of this Paper.

**M.P.S.** (24-30) wanted at once for busy Retail Shop near London; tall and smart appearance; opportunity take charge; all-round experience necessary; salary and all particulars first letter; kindly excuse if no reply. Manager, 31 Braeside, Beckenham, Kent.

**Q**UALIFIED Chemist-Optician (not over 40) for new branch opening middle of December; references must bear strict investigation. Apply Cross, Chemist, Enfield Highway.

**Q**UALIFIED Manager required for business with growing Optical connection; must have own Testing Set; salary £3 10s. and good house, plus liberal commission on Optics; permanency for a good man; enclose references and earliest date available. Latham, Chemists, Shirebrook, Derbyshire.

**R**EQUIRED.—Young Qualified Male Assistant; permanency; high-class business; modern shop; knowledge of Photographic and Toilet Goods; send particulars, references (copies), age, height, salary required, date free and snap in first letter. Raymond Smith, Cliff Road, Newquay, Cornwall.

**U**NQUALIFIED Assistant (25-40), qualified in Optics, for new branch, middle of December; references must bear strict investigation. Apply Cross, Chemist, Enfield Highway.

**W**ANTED, a Qualified Assistant; good Salesman, Window-dresser; honest and trustworthy. Write, stating age, salary, experience, when able to commence, to K., 77 High Street, Camden Town, London, N.W.1.

## PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 100 to 150 replies the task of returning photographs, testimonials, &c., is one of some difficulty.



**WANTED** Immediately, Qualified Assistant (either sex); young, active and obliging; light business, with permanency for suitable person; state salary and full particulars in first letter. Clarke, Drug Stores, Nuneaton, Warwickshire.

**YOUNG** Lady Assistant required; must be a good Counter Hand and Window-dresser; please give age, experience and salary required. Also Young Lady Dispenser, with Counter experience or willing to learn general work of Pharmacy. Please give age, experience and salary required to J. T. De Peare, Chemist, 14 Highbury Park, London, N.5.

### WHOLESALE.

**LANCASHIRE** Wholesale Druggists require competent Representative for Chemists' Sundries, preferably with Buying as well as Selling experience, to take over very valuable connection; first-class man only need apply. State age, experience (including sales record) and salary required to 270/757, Office of this Paper.

**LONDON** Representative wanted with connection among Chemists, etc., to carry additional well-known lines; part expenses and commission. 270/776, Office of this Paper.

**REPRESENTATIVE** wanted at end of year by a Lancashire firm of Wholesale Chemists and Druggists, to take over an established connection in Yorkshire, Lincolnshire, Durham and Northumberland; good prospects for energetic Salesman with personality; salary, expenses and commission; please give full particulars in first letter. 270/759, Office of this Paper.

**REPRESENTATIVE** with first-class connection required for Northern Ireland by English Toilet Brush Manufacturers of world-wide reputation. 270/762, Office of this Paper.

**SALES** Manager required to initiate and develop sales organisation for Manufacturers of Beauty Preparations selling through Stores, Chemists, etc. Write for interview, giving particulars of previous experience and terms expected, to Nina Natascha, 9 Southampton Street, W.C.1.

**SALESMAN** wanted, with experience and connection with Chemists in London, Midlands and South-Eastern England; car essential; salary, commission and expenses. Apply, giving full particulars of experience, copies of references and photo (which will be returned), to 72/52, Office of this Paper.

**TRAVELLER** wanted for London, Chemists' packed lines and Medicinal Preparations; commission and expenses. Write, in confidence, stating age, to 72/7, Office of this Paper.

**TRAVELLER** with strong connection Chemists and/or Hairdressers, etc., for good-selling Gentleman's Toilet Line; state age, terms required and area covered. Box No. 352, Brown's Advertising Agency, 166 Buchanan Street, Glasgow.

**WANTED**, experienced Tablet Coater and Tablet Polisher; good wages. Apply by letter, to Mr. H. B. Scott, Cumberland Hotel, Marble Arch, W.1.

**WANTED FOR JANUARY, 1936**—Two Salesmen accustomed to earning £750 per annum to sell a range of Powder Boxes, Powder Bowls, Beauty Boxes and Cream Containers; essential that applicants have an existing and wide connection amongst High-class Chemists, Hairdressers and Stores. The position calls for hard work and capabilities above the average. A substantial minimum income is guaranteed, but earnings will depend on amount of effort expended by the representatives; areas vacant: London and suburbs, Yorkshire, Lancashire and Midlands. Send postcard only for application form to C. Keith-Thomas (Parent), Ltd., India Works, Exhibition Grounds, Wembley, Middlesex.

**WANTED**—Tablet Maker. Assistant Tablet Maker wanted; Lancashire; state experience and wages. 270/758, Office of this Paper.

**WANTED**—Works Manager by Manufacturing Company in Lincolnshire, employing about 80 hands; must be of irreproachable character; good organiser and strict disciplinarian; salary £275 to £300. Full particulars to 270/761, Office of this Paper.

### COLONIAL, INDIAN AND FOREIGN

**AN** English Firm of Manufacturing Chemists, with an established business in India, require the services of an Indian Representative; preference will be given to one with previous experience of the Indian market; the position offers excellent prospects. Apply, giving age, experience and salary required, to 270/774, Office of this Paper.

## SITUATIONS WANTED.

### RETAIL (HOME).

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**A.A.**—CAPABLE and energetic Assistant (45); tall; unregistered; thorough experience in all capacities; keen Salesman; trustworthy; Manager or Senior; disengaged. Haigh, 25 Hetley Road, Shepberd's Bush, W.12.

**A** CHEMIST (30; 5 ft. 10 in.), M.P.S., requires post, London or South Coast, as Manager; capable Dispenser, Prescriber, Photographic, Salesman; excellent references; married; state salary. 27 Woodstock Road, Golders Green, N.W.

**A** COLONIAL Pensioner (Unqualified) seeks employment; nominal salary. P.C.B. 183/23, Office of this Paper.

**A** QUALIFIED Assistant or Manager (29), single, with many years of General and Agricultural Retail experience, desires post; disengaged. F. G. Tolman, "Cranmere," Taunton Road, North Petherton, near Bridgwater, Somerset. Telephone and telegrams: Tolman, North Petherton 47.

**A** QUALIFIED Man (24); hard worker; with excellent references; moderate salary. "M.P.S.," 60 Eccles New Road, Salford, Lancs.

**A** N Unqualified Lady requires permanent situation, South-West of London, preferably high-class; London experience in Dispensing, Counter, Window-dressing; disengaged. Denny, 25 Station Road, Finchley, N.3.

**A** POTHECARIES Hall, Lady (tall), requires part-time post; some shop experience; S.E. or S.W. district preferred. 72/34, Office of this Paper.

**A** SSISTANT, male, Unqualified, desires new position; reliable Dispenser, competent Salesman, Window-dresser; over 10 years' experience all departments; highly recommended. "Senior," 44 Meads Lane, Seven Kings, Ilford, Essex.

**A** SSISTANT, Unqualified; experienced Dispensing, Counter; part-time, locum, permanency; London only; disengaged. Write "C. G.," 2A Yalding Road, Bermondsey, S.E.16.

**A** SSISTANT, Unqualified; tall, smart; business builder; able to take charge; 11 years' experience; tactful and obliging Counterman, Family Prescribing, Private, Insurance Dispensing; Guildford district preferred. 72/10, Office of this Paper.

**A** SSISTANT (24), Scot, Unqualified; all-round experience; Wholesale or Retail; S.E. London. Stephen, 32 Raul Road, Peckham, S.E.15.

**A** SSISTANT (36), Unqualified; 20 years' experience, including City and West End; disengaged. Williams, 28 Holmbush Road, Putney, S.W.

**B** RISTOL OR WEST.—Manager, Qualified; experienced, capable, energetic; disposed own business; or locum. Radford, 6 Westleigh Park, Bristol, 4.

**E** XPERIENCED Qualified Lady requires locum or relief work; would manage business. "Chemist," 34 Canberra Road, Charlton, S.E.7.

**J** UST QUALIFIED.—Lady (23), Square-trained, seeks post as Assistant; moderate salary; locum or permanency; S.E. London or Kent districts preferred. Bishop, "Dulcamara," Mottingham Lane, Mottingham, S.E.9.

**L** ADY Assistant, Qualified, Apothecaries' Hall Diploma and General Nursing Prelim.; locum or permanency London area; interview; moderate salary. 72/47, Office of this Paper.

**L** ADY Assistant (27), Unqualified; reliable Dispenser; good all-round experience; Liverpool or Cheshire preferred. 70/3, Office of this Paper

**L** ADY Dispenser (Hall), experienced, desires post, locum, permanency, with Doctor, Chemist, Institution. Vernon, 23 Willows Avenue, Cleveleys, Lancs.

**L** ADY Dispenser, young, Hall and Matric., desires post, Doctor, Chemist or Hospital; disengaged. Miss Palmer, "Glencairn," Ramsey, Huntingdon.



**L**ADY Dispenser (31) (Hall) desires part-time post; Hospital experience; London or North London preferred. 72/1, Office of this Paper.

**L**ADY, Qualified, requires post, locum or part-time; free December; good general experience; would manage business. "Chemist," 5 Randolph Gardens, N.W.6.

**L**ADY (19) Dispenser, Hall (1935), requires post with Doctor, Chemist or Institution. E. Parsons, 29 Beechwood Avenue, Coventry.

**L**OCUM or Relief; disengaged; any period; town or country; reasonable terms. Full particulars, "Chemicus," 56 Rudloe Road, Balham, S.W.12.

**L**OCUM or permanent (50), Qualified; London experience; £4 4s.; well recommended; Assistant or Manager. "M.P.S.," 210A The Grove, Hammersmith, W.6.

**L**OCUM or Permanent (26), Qualified; thoroughly reliable; experienced all branches; good references. Collins, 11 Earlswood Avenue, Thornton Heath.

**M**ANAGER, Qualified; possible view to succession; living accommodation; experienced all departments; London area. 70/2, Office of this Paper.

**M**ANAGER (27); all-round experience, including 4 years as Manager and Buyer; keen Window-dresser. K. Field, Mount, Skelmanthorpe, Huddersfield.

**M.P.S.** DESIRES permanency; Managership where good services appreciated; 20 years' managerial experience. "Chemist," 36 High Street, Ruislip, Middlesex.

**M.P.S.** (middle-aged); Managerial position or Superintendent; active; reliable. 72/3, Office of this Paper.

**M.P.S.** (39), capable all duties, desires post as Manager; free one month's notice; undeniable references; excellent Counter and Dispensing experience. 71/13, Office of this Paper.

**M.P.S.** (25) desires permanency; experienced in all branches; capable, honest; disengaged. 71/15, Office of this Paper.

**M.P.S.** (24), disengaged, year's experience as Manager, excellent references, seeks progressive post. "Chemist," 1126 Stratford Road, Birmingham, 11.

**M.P.S.** (32) desires permanency in Brighton, or near; Manager or Senior Assistant; 14 years' excellent general Retail experience; 6 years Manager; capable and trustworthy; excellent references; at present Managing. 70/4, Office of this Paper.

**P**HARMACIST (24), capable Dispenser, with London Hospital experience, requires post, Hospital or Institution; excellent references. 71/11, Office of this Paper.

**Q**UALIFIED Chemist and Optician (29), with 7 years' Managerial experience, desires change to post where ability will be recognised; single, tall and well built; energetic and willing personality; interview any time by arrangement. 270/768, Office of this Paper.

**Q**UALIFIED Chemist-Optician, own Optical Equipment, seeks position, locum or permanent. "Pharmacist," 102 Devonshire Street, Sheffield, 5.

**Q**UALIFIED elderly Chemist wants post Superintendent; short hours; disengaged; terms moderate. "Registered," 59 Coventry Road, Birmingham.

**Q**UALIFIED, middle-aged, reliable, trustworthy, offers services, short hours, £3. "W. H.," 71 Shaftesbury Road, Hammersmith, W.6.

**Q**UALIFIED; young; 6 ft. tall; thorough Dispensing and Counter experience; Square-trained; good references. 72/42, Office of this Paper.

**Q**UALIFIED (40), disengaged, desires re-engagement as Manager; energetic worker; experienced in all branches of Retail Pharmacy; available to go anywhere; excellent references. Morris, 91 Regents Park Road, N.W.1.

**Q**UALIFIED (26), experienced in good-class Dispensing and Retail, including Photographic, seeks position of responsibility as Assistant or Manager; disengaged. Hodder, 48 Nunney Road, Frome.

**Q**UALIFIED (22) seeks position as Assistant; good-class Dispensing, Counter, Window-dressing; disengaged. M. Jones, 75 Ashburnham Road, Kensal Rise, N.W.10.

**Q**UALIFIED, 12 years Manager, London, Provinces, South Coast, experienced all branches, married, desires permanency; accustomed complete control. 72/53, Office of this Paper.

**Q**UALIFIED (26; 5 ft. 9 in.), 7 years' experience, seeks post in London or provinces; good references. Apply 67/4, Office of this Paper.

**U**NQUALIFIED Assistant (23), good all-round experience, requires part-time situation. 72/29, Office of this Paper.

**U**NQUALIFIED (30); experienced Dispenser, Salesman, Photographer, etc.; capable of taking charge; permanency; S.W. district preferred; at present on night duty; free when required. "N.," 37 Coniger Road, Fulham.

**Y**OUNG Lady, with 4 years' experience as Book-keeper in High-class Family Business, seeks change in Wholesale or Retail; would accept Cash Desk; West End preferred. 70/1, Office of this Paper.

**19** TIMES on firm's prize list in 4½ years; 9 first prizes; Qualified (29); London; disengaged; Scholl's Practisedist. 72/35, Office of this Paper.

**£2 10S.** PER WEEK.—Dispenser, Hall, Counter experience, desires post. 270/766, Office of this Paper.

### WHOLESALE.

**A** CAPABLE, responsible, well-known Gentleman (50) desires re-engagement to Represent firm of indisputable integrity and principles; Professional and/or Trade Propaganda; Sales; Hants and West; own car; proper credentials. "Stability," c/o General Gordon Hotel, Weymouth.

**A** THOROUGHLY competent and well-known Representative, 16 years' established connection whole of London stores, Chemists and Hairdressers, Wholesale and Retail, desires appointment with house of repute; specialist in Propaganda; undeniable credentials; own car. Particulars to "Energy," 270/777, Office of this Paper.

**A** MBITIOUS, Unqualified (27), smart appearance, hard worker, 12 years' Retail experience, desires Representative position, any territory; unimpeachable references. 72/22, Office of this Paper.

**E** XPERIENCED Medical Propagandist, with successful record, requires change; good connection with the profession; has specialised introduction new products. 73/2, Office of this Paper.

**E** XPERIENCED Representative, sound connection in Midlands, desires situation with Drug and Sundries House; unimpeachable references. 71/18, Office of this Paper.

**L**ABORATORY Assistant (Male), position required as; Hall Diploma, Chemistry to Inter. standard; Manufacturing experience; good references; salary 50s.; London or near. R. Poplett, 10 Framfield Road, Highbury, N.5.

**R** EPRESENTATIVE, 15 years' connection Chemists and Photographic Dealers throughout Scotland, desires engagement; resident Glasgow. 71/4, Office of this Paper.

**S** HORTHAND-TYPIST; conversant with Private Secretary's duties, trade names, etc.; London; good reference. 71/8, Office of this Paper.

**W** ELL-KNOWN Sales Manager, possessing strongest connection among all Chain and Multiple Stores, is willing to negotiate with small, moderately financed firm of Manufacturers capable of producing low-priced Perfumery and Cosmetic Lines, proprietary or bulk; will bring personal Assistant, fully Qualified Chemist and Works Manager, who is capable of taking complete charge and improve on any existing plant; own well-established formulae for all Cosmetic and Perfumery lines in popular demand. 67/5, Office of this Paper.

**Y**OUNG Man (20) seeks position; 4 years' Laboratory and Works experience in Manufacture of Soap Flakes, Toilet Soaps, Toilet Preparations, Perfume Blending, etc. Apply 71/17, Office of this Paper.

### NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensue. Strict attention to this detail will be appreciated.



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### FOR SALE.

(Articles to the value of £5-£50.)

**NATIONAL** Cash Register; going at bargain price; adds all cash; prints details; perfect. Write R. Adams, 20 Edwards Road, E.3.

### MISCELLANEOUS.

10s. for 60 words or less; 1s. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**CASH REGISTERS, NATIONAL**; over 200 to choose from; almost new and reconditioned; fully guaranteed; no reasonable offer refused; all reliable makes bought, sold, exchanged, repaired, easy terms. Shop-fronts, Alterations, Blinds, Neon Signs, Box Cash Tills, Fittings, etc. Estimates free. Write, 'phone or call, **AMALGAMATED BUSINESS MACHINES, LTD.**, 78 Long Lane, Smithfield, E.C.1. ('Phone: National 0674.) D. Deiches, Director. Satisfaction guaranteed.

**CHEMISTS' FITTINGS.**—We hold an immense stock of Drug Fittings, Dispensing Screens, Glass-fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate Glass Counters, Cash Tills, Display Stands and Glass Shelves, etc., at competitive prices. **F. MAUND & E. BERG (SHOWCASES), LTD.**, Shop Fitters and Shop Front Builders, 175/9 Old Street, London, E.C.1.

**CHEMISTS' Shop Fittings** in Oak or Mahogany; keenest prices; 8-ft., 10-ft., 12-ft. Drug Fittings; 6-ft., 8-ft. Wall Cases; 8-ft., 6-ft. Dispensing Screens; 6-ft., 8-ft., 10-ft. Serving Counters; 4-ft. Nests Counter Drawers; All-Glass Counters; Silent Salesmen; Bottles; Window Enclosures and Glass Shelves; send for rough sketches. **GEORGE COOK**, The Working Shopfitter, 27 Macclesfield Street, City Road, E.C.1. 'Phone: Clerk. 5371.

**FOR SALE.**—Gas-heated Drying Machine, fitted with gear and pulleys, together with Ball Mill and Gardner Sifter and Mixer. 270/748, Office of this Paper.

**FOR SALE.**—Liquid Paint Mixing Machine; 10-gallon capacity. 270/753, Office of this Paper.

**FOR SALE.**—Mixer, with wooden body, and fitted with Sifter; also Receiving Drawers for Sifted Powders. 270/752, Office of this Paper.

**FOR SALE.**—Sifting Machine for sifting fine powders; also small Edge Runner Mill, fitted with two runners. 270/751, Office of this Paper.

Price lists, trade circulars, samples, and printed matter can in no case be forwarded, the Box numbers being intended exclusively for specific answers to particular advertisements. The Publisher reserves the right to open and refuse to forward any communications received which he may consider contrary to this rule.

### CLEAR OUT OLD STOCKS OF BOTTLES AND JARS FOR PROMPT CASH ANY QUANTITIES

Post Samples and Full Particulars to:—  
**W. SPEAKE, 68 Yew Tree Road, WALTON, LIVERPOOL**

**FOR SALE.**—Small-capacity Laboratory Type End Runner Grinding Mill, size of mortar being 10 in. by 4 in., complete with driving pulley. 270/754, Office of this Paper.

**FOR SALE.**—Small Sheet Steel Filling Hopper on legs; suitable for filling powder into Cartons. 270/749, Office of this Paper.

**FOR SALE.**—Small Werner Type Mixing Machine, on stands, for power, with driving pulleys and tipping body. 270/755, Office of this Paper.

**FOR SALE.**—Vertical Grinding Machine, with interchangeable sieves; small size. 270/750, Office of this Paper.

**SPECIAL BARGAINS FOR CHRISTMAS DISPLAY.**—Silent Salesman Showcases, 6 ft. high by 2 ft. square, in Mahogany, £9; 6-ft. Sloping-fronted Mahogany Glass Display Counters with two glass shelves, £14 10s.; also Complete Set of Second-hand Fittings. Send for sketches or call **PHILIP JOSEPHS & SONS, LTD.**, 90/92 St. John Street, Clerkenwell, E.C.1. Telephone: Clerkenwell 2191. "Pharmacy Fitters for over a Century."

**TREBLE'S** for Shop Fronts, Second-hand Fittings, Fascias, Show Cases, Dispensing Screens, Drug Drawers, Counters, Window Fittings. Send your requirements; personal attention; estimates to suit all; established over a century. 549 Lea Bridge Road, Leyton, London, E.10.

**WANTED.**—Sifter and Mixer for Powders; power-driven type; must be in good condition. 270/756, Office of this Paper.

**£2—COMPLETE CHEMIST FITTINGS** at any price you wish to pay. We have erected in our showrooms a Complete Chemist's Shop with Metal Shop Front, Window Backs, Correct Window Lighting, Signs and Modern Interior Fittings. Apply for Lists, **D. MATTHEWS & SON, LTD.**, "The Liverpool Shop Fitters," 14 and 16 Manchester Street, Liverpool. Est. 1848.

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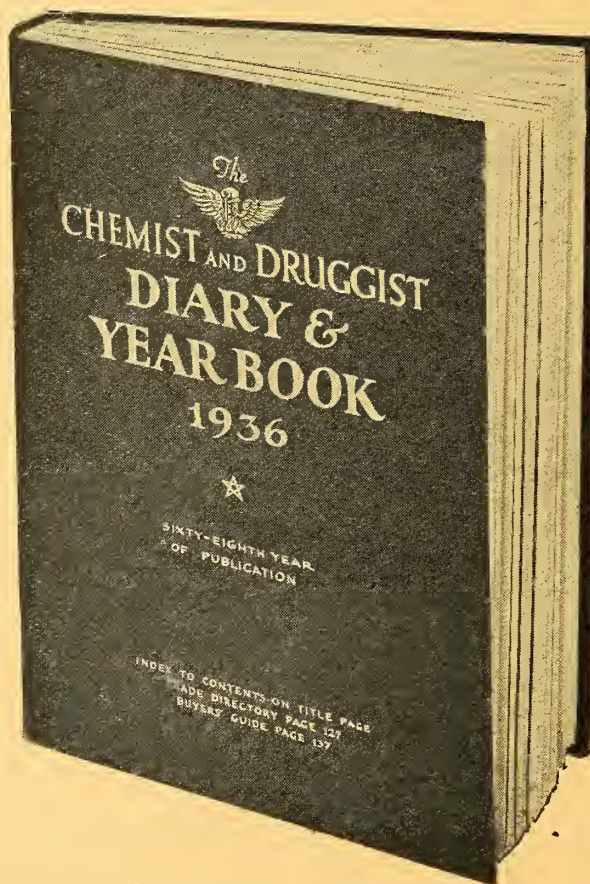
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